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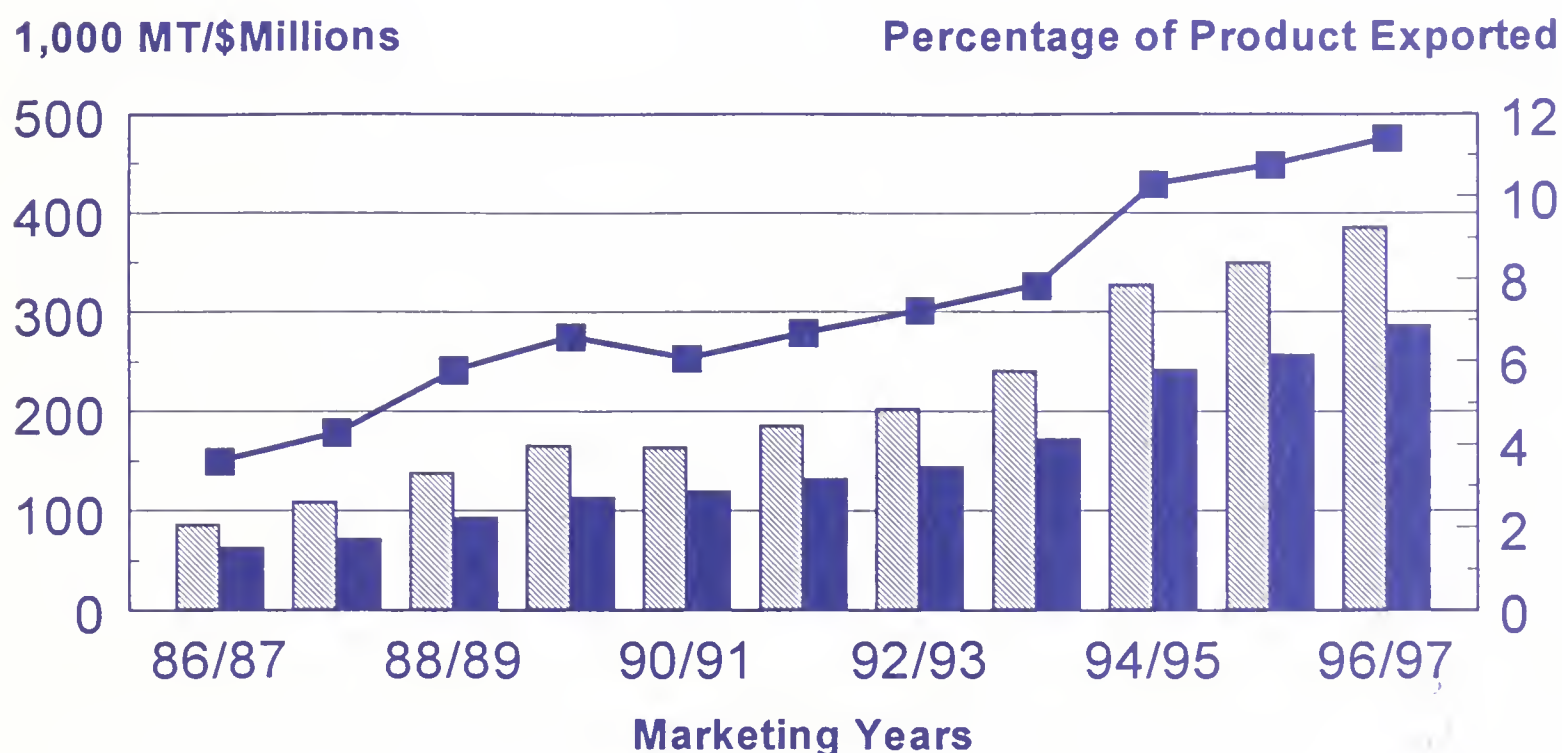
United States  
Department of  
Agriculture

Foreign  
Agricultural  
Service

Circular Series  
FHORT 11-97  
December 1997

# World Horticultural Trade and U.S. Export Opportunities

## U.S. Exports of Frozen French Fries Continue to Rise



Export Quantity    Export Value    Percentage  
of Product Exported



Sources: U.S. Department of Commerce, Bureau of the Census  
and the American Frozen Food Institute

Both quantity and value of U.S. french fry exports attained records of almost 386,000 metric tons and \$286 million in marketing year 1996/97. During the past 10 years, the quantity and value of U.S. frozen french fry exports have consistently increased, particularly to East Asia, where the number of quick service restaurants has expanded significantly. In 1996/97, East Asian countries bought almost three fourths of U.S. french fry exports. Japan alone accounted for half of U.S. shipments of french fries. Hong Kong, the Philippines, South Korea, and Taiwan were also vibrant markets for U.S. french fries. Rising incomes in many countries, tariff reductions around the world resulting from the Uruguay Round Agreement, and ongoing Market Access Program activities should continue to propel demand for U.S. french fries.

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## **ANALYSIS**

Sam Rosa	202-720-6086	Fresh deciduous fruit, apple juice, olives, stone fruit, and CBI
Brian Grunenfelder	202-690-2702	Trade policy, food safety, and plant health group leader
Bill Janis	202-720-0897	Fresh and processed potatoes, tree nuts, and tropical fruits
Bob Knapp	202-720-4620	Canned deciduous fruit and kiwifruit
Emanuel McNeil	202-720-2083	Fresh and processed vegetables, melons, bananas, nursery products, and cut flowers
Debra A. Pumphrey	202-720-8899	Coffee, cocoa, spices, essential oils, ginseng, and trade forecasts
Stephanie Riddick	202-720-9792	Dried fruit, avocados, beer, hops, berries, and circular coordinator
Joe Somers	202-720-2974	Situation and outlook group leader, processed citrus, trade forecast coordinator, FAO citrus liaison, and circular editor
Debbie Seidband	202-720-6877	Sugar, honey, and fresh citrus
Yvette Wedderburn Bomersheim	202-720-9903	Wine and brandy, table grapes, GSM-102 export credits, NAFTA coordinator and supplier credits
Janise Zygmunt	202-720-3423	Organics

## **MARKETING**

Ted Goldammer	202-720-8498	Fresh citrus and products, hops, and potatoes
Pamela McKenzie	202-720-8495	Canned deciduous fruit, grape juice, cranberries, kiwifruit, and honey
Steve Shnitzler	202-720-8495	Avocados, ginseng, apricots, papaya, dates, figs, cut flowers
Gina Castelnovo	202-720-0898	Wine, brandy, berries
Kelly Strzelecki	202-720-0911	Dried fruit, organics
James Carlson	202-720-7931	Fresh deciduous fruit
Ingrid Mohn	202-720-5330	Tree nuts



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## Export Summary

U.S. exports of horticultural products to all countries in September totaled \$932 million, up less than one percent from the same month a year earlier. During September 1997, 10 out of 15 categories registered increases. Categories with the most significant increases in September were dehydrated vegetables (up \$6.4 million or 36 percent), fresh citrus (up \$5.0 million or 28 percent), and wine (up \$4.9 million or 13 percent). Categories with the most significant decreases were fresh non-citrus fruit (down \$11.6 million or 8 percent) and tree nuts (down \$6.3 million or 3 percent). For FY 1997, the total value of U.S. horticultural exports was \$10.6 billion--6 percent above FY 1996.

All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds,  
1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon,  
1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

U.S. Exports of Selected Horticultural Products

Name		Quantity				Values (1000 Dollars)				
Group & Product	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996
<b>Fresh Citrus MT</b>										
Grapefruit	3,963	8,066	497,339	484,403	497,339	2,481	4,174	258,858	240,408	258,858
Lemons	5,867	4,976	132,269	120,279	132,269	5,242	7,930	114,653	120,656	114,653
Oranges, Incl. Im	14,241	17,479	513,630	590,428	513,630	9,804	10,409	287,699	323,203	287,699
Other Citrus	414	487	30,208	28,696	30,208	254	312	24,774	23,786	24,774
Subtotal:----	24,484	31,009	1,173,446	1,223,805	1,173,446	17,781	22,825	685,985	708,053	685,985
<b>Fresh Fruit, Non-Citrus MT</b>										
Apples	37,283	27,047	564,953	689,749	564,953	26,241	18,453	371,337	412,371	371,337
Avocados	1,066	205	10,090	5,819	10,090	1,044	340	12,342	8,215	12,342
Cherries Swt &trt	166	901	34,702	39,400	34,702	276	798	130,807	140,144	130,807
Grapes	63,711	64,104	240,097	233,558	240,097	75,276	70,972	303,291	309,727	303,291
Kiwifruit	39	57	5,315	5,438	5,315	57	70	7,378	7,036	7,378
Melons	18,916	12,375	223,273	219,681	223,273	7,621	5,250	80,607	79,289	80,607
Papaya	534	472	8,274	6,589	8,274	1,346	1,158	19,100	16,738	19,100
Peaches & Nectrns	8,518	8,715	74,822	103,345	74,822	7,864	8,183	71,900	92,737	71,900
Pears	10,843	15,234	144,426	126,409	144,426	7,494	8,382	84,460	76,052	84,460
Plums/Prunes	10,923	11,117	67,193	71,906	67,193	10,172	9,122	60,698	61,224	60,698
Strawberries	3,521	3,572	53,693	52,615	53,693	9,222	9,438	91,674	97,010	91,674
Other Non-Citrus	4,056	5,317	47,787	54,810	47,787	5,695	8,532	62,554	75,169	62,554
Subtotal:----	159,576	149,116	1,474,624	1,609,320	1,474,624	152,308	140,697	1,296,148	1,375,713	1,296,148
<b>Can/Prep Fruit MT</b>										
Cherries, Tart Cn	211	349	6,270	4,916	6,270	317	416	7,406	6,338	7,406
Fruit Mixtures	3,084	2,061	26,876	22,475	26,876	3,739	2,386	31,614	27,055	31,614
Marachino Cherry	329	543	7,756	5,107	7,756	640	1,211	13,925	10,672	13,925
Peaches, Canned	1,488	1,640	17,777	16,873	17,777	1,550	1,628	17,250	16,528	17,250
Pineapple, Canned	271	226	3,339	3,694	3,339	273	236	3,113	3,443	3,113
Other Canned Frui	3,850	3,760	45,596	45,120	45,596	4,719	3,690	52,142	51,682	52,142
Other Prep/Preser	5,845	8,235	77,272	79,816	77,272	6,468	9,614	78,708	83,397	78,708
Subtotal:----	15,077	16,814	184,885	178,001	184,885	17,706	19,180	204,158	199,114	204,158
<b>Dried Fruit MT</b>										
Prunes, Dried	5,903	6,424	62,548	67,535	62,548	12,116	12,854	139,073	138,398	139,073
Raisins, Dried	13,925	12,413	118,824	115,016	118,824	23,424	22,300	200,420	203,954	200,420
Other Dried Fruit	2,399	1,868	22,411	17,313	22,411	6,404	5,272	55,474	50,290	55,474
Subtotal:----	22,227	20,704	203,783	199,864	203,783	41,944	40,427	394,967	392,641	394,967
<b>Frozen Fruit MT</b>										
Blueberries, Froz	537	2,408	13,785	16,281	13,785	942	2,920	18,713	22,468	18,713
Strawberries, Fro	2,106	2,195	21,890	21,748	21,890	2,717	2,775	28,346	27,686	28,346
Other Frozen Frui	2,108	1,650	28,612	22,046	28,612	2,726	2,146	36,707	28,524	36,707
Subtotal:----	4,751	6,252	64,287	60,075	64,287	6,384	7,840	83,766	78,677	83,766
<b>Fruit/Veg Juices KL</b>										
Grapefruit Ju, Cn	5,836	3,681	63,393	62,477	63,393	3,354	2,538	43,790	41,493	43,790
Orange Juice, Con	32,080	25,286	326,175	381,926	326,175	12,700	10,677	163,945	177,635	163,945
Orange Juice, Not	11,751	14,912	152,862	178,921	152,862	7,871	10,383	109,185	124,874	109,185
Other Juices	41,730	44,639	489,240	467,575	489,240	28,606	29,074	348,225	340,694	348,225
Subtotal:----	91,398	88,518	1,031,670	1,090,899	1,031,670	52,531	52,673	665,145	684,695	665,145
<b>Fresh Vegetables MT</b>										
Asparagus, Fr, Ch	156	232	14,344	15,160	14,344	423	864	51,666	50,688	51,666
Broccoli	8,041	5,863	129,396	130,391	129,396	5,989	5,054	84,418	92,215	84,418
Cauliflower	9,659	3,994	107,457	88,279	107,457	6,190	2,846	71,619	57,828	71,619
Celery	5,583	5,256	116,728	117,410	116,728	2,217	2,430	38,886	48,961	38,886
Lettuce, Fr Chld	22,390	15,170	286,294	294,482	286,294	9,001	8,644	132,876	146,612	132,876
Onions	35,540	26,103	266,097	265,121	266,097	11,732	7,634	83,413	92,464	83,413
Peppers	1,645	1,909	58,504	62,493	58,504	1,248	1,473	46,467	52,240	46,467
Tomatoes	9,300	11,789	131,285	153,650	131,285	5,720	7,924	100,428	123,783	100,428
Other Vegetables	29,867	33,456	681,271	780,050	681,271	20,520	25,013	369,553	402,974	369,553
Subtotal:----	122,182	103,772	1,791,376	1,907,035	1,791,376	63,039	61,882	979,327	1,067,765	979,327

U.S. Exports of Selected Horticultural Products											
Name		Quantity					Values (1000 Dollars)				
Group	& Product	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996
Veg Canned MT											
	Ketchup	3,405	2,878	41,143	40,186	41,143	2,522	2,003	30,851	30,568	30,851
	Sweet Corn, Canne	12,739	13,016	168,615	203,469	168,615	11,000	10,554	136,983	167,353	136,983
	Tomato Paste	11,183	9,969	101,059	128,954	101,059	8,074	6,932	77,393	89,320	77,393
	Tomato Sauce	6,656	8,177	84,053	88,108	84,053	6,490	7,773	79,868	84,947	79,868
	Other Can Veg	21,207	22,328	253,825	271,139	253,825	25,730	27,731	315,358	339,901	315,358
	Subtotal:----	55,192	56,369	648,696	731,855	648,696	53,816	54,994	640,453	712,088	640,453
Frozen Vegetables MT											
	Frozen French Fry	29,740	30,550	350,487	396,674	350,487	21,844	21,805	256,185	294,335	256,185
	Fzn Swt Corn	4,456	6,804	59,253	65,202	59,253	3,948	5,298	50,829	56,212	50,829
	Other Pot Fzn	2,007	1,170	20,772	28,798	20,772	1,700	1,069	17,868	20,957	17,868
	Other Fzn Veg	5,106	6,006	71,480	72,443	71,480	4,449	5,094	63,306	65,425	63,306
	Subtotal:----	41,309	44,531	501,991	563,117	501,991	31,942	33,266	388,188	436,929	388,188
Veg, Oehyd MT											
	Garlic Oehyd.	870	1,068	9,622	11,820	9,622	1,894	2,451	21,690	26,182	21,690
	Onions, Oehyd.	2,713	2,726	30,465	33,170	30,465	6,122	6,251	70,479	77,600	70,479
	Potatoes, Oehyd	3,555	5,295	50,241	49,903	50,241	4,336	4,666	57,054	49,997	57,054
	Other Oehyd Veg	3,634	6,685	55,708	71,944	55,708	5,673	11,097	82,287	114,690	82,287
	Subtotal:----	10,772	15,775	146,037	166,836	146,037	18,025	24,466	231,509	268,469	231,509
Tree Nuts MT											
	Almonds, Unshld	5,716	7,110	19,609	24,735	19,609	13,627	20,782	47,853	63,658	47,853
	Pistachio, Unshld	355	1,029	10,231	5,955	10,231	1,178	4,806	36,474	27,193	36,474
	Walnuts, Shld	1,760	1,700	21,139	23,936	21,139	6,468	4,606	74,538	73,476	74,538
	Walnuts, Unshld	5,745	7,640	62,144	57,187	62,144	12,707	15,979	121,252	121,757	121,252
	Other Nuts	5,120	7,153	73,592	67,140	73,592	15,274	17,945	206,474	190,950	206,474
	Almonds, Sh/Prep	29,774	29,981	282,227	163,576	282,227	149,917	128,791	894,225	816,088	894,225
	Subtotal:----	48,469	54,613	468,942	342,529	468,942	199,171	192,908	1,380,816	1,293,123	1,380,816
Nusery Products MIXEO											
	Cut Flowers	0	0	0	0	0	4,624	4,338	46,529	49,067	46,529
	Other Nursery	0	0	0	0	0	9,152	12,077	154,613	172,279	154,613
	Subtotal:----	0	0	0	0	0	13,777	16,415	201,142	221,346	201,142
Hops & Products MT											
	Hop Extract	313	428	3,751	3,468	3,751	4,764	6,120	60,224	57,080	60,224
	Hop Pellets	184	257	5,549	6,120	5,549	1,279	1,497	30,441	33,737	30,441
	Hops, Nfsp	97	62	2,860	1,888	2,860	689	605	16,847	9,644	16,847
	Subtotal:----	594	747	12,160	11,477	12,160	6,732	8,222	107,512	100,462	107,512
Wine KL											
	Grape Wines	17,723	19,059	157,116	194,399	157,116	35,225	38,757	287,482	368,160	287,482
	Other Wine Prod	960	1,295	12,896	14,294	12,896	1,241	2,624	17,212	22,060	17,212
	Subtotal:----	18,684	20,354	170,011	208,693	170,011	36,466	41,381	304,694	390,220	304,694
Miscellaneous MIXEO											
	Beer & Beverages	48,339	50,393	744,403	664,850	744,403	30,485	32,229	452,774	416,546	452,774
	Edible Preparatio	17,519	18,961	208,291	211,356	208,291	82,884	83,105	813,101	933,748	813,101
	Ginseng	59	63	893	993	893	4,633	2,001	77,527	72,001	77,527
	Potato Chips	5,561	4,766	59,922	53,599	59,922	11,643	12,669	166,159	145,451	166,159
	Other Misc	0	0	0	0	0	84,470	84,439	946,032	1,101,175	946,032
	Subtotal:----	71,478	74,184	1,013,508	930,798	1,013,508	214,115	214,443	2,455,592	2,668,921	2,455,592
	Grand Total:						925,736	931,617	10,019,403	10,598,216	10,019,403



U.S. Imports of Selected Horticultural Products

Name		Quantity					Values (1000 Dollars)				
		Sep	Sep	Oct-Sep	Oct-Sep	Oct-Sep	Sep	Sep	Oct-Sep	Oct-Sep	Oct-Sep
Group	& Product	FY 1996	FY 1997	FY 1996	FY 1997	FY 1996	FY 1996	FY 1997	FY 1996	FY 1997	FY 1996
Fresh Fruit		MT									
	Apples	7,927	6,873	175,491	168,564	175,491	3,347	1,974	103,231	82,736	103,231
	Avocados	4,490	4,931	23,118	27,667	23,118	4,273	4,932	20,455	25,993	20,455
	Bananas	328,250	322,295	3,782,707	3,727,906	3,782,707	94,312	88,974	1,093,212	1,122,747	1,093,212
	Cantaloupe	398	1,060	333,902	396,103	333,902	131	271	106,031	130,376	106,031
	Grapes	652	968	341,098	351,567	341,098	166	361	344,799	386,183	344,799
	Kiwifruit	2,477	2,412	37,301	37,680	37,301	2,331	1,454	24,039	23,524	24,039
	Mangoes	806	3,413	166,058	191,115	166,058	646	1,846	100,039	123,009	100,039
	Peaches	189	254	41,287	41,672	41,287	162	233	31,085	32,901	31,085
	Pears	78	291	57,371	78,521	57,371	190	265	34,106	50,306	34,106
	Pineapples	9,908	20,928	128,547	171,253	128,547	4,100	8,283	47,758	74,441	47,758
	Strawberry	37	7	30,048	15,203	30,048	43	22	54,522	26,844	54,522
	Other Melons	85	530	327,524	382,903	327,524	55	79	92,781	96,126	92,781
	Other Fruit	40,998	42,965	538,529	572,146	538,529	16,829	16,991	263,393	297,914	263,393
	Subtotal:----	396,296	406,927	5,982,982	6,162,300	5,982,982	126,566	125,685	2,315,450	2,473,098	2,315,450
Dried Fruit		MT									
	Dried Apricots	1,297	1,409	14,069	11,237	14,069	3,409	3,625	30,639	31,058	30,639
	Drd Figs & Pst	253	494	5,044	3,904	5,044	581	588	7,188	5,800	7,188
	Other Dried Fruit	2,641	1,969	25,302	26,720	25,302	4,219	3,593	39,682	42,783	39,682
	Subtotal:----	4,191	3,872	44,416	41,862	44,416	8,209	7,806	77,510	79,640	77,510
Frozen Fruit		MT									
	Fzn Blueberries	2,667	1,355	10,472	13,177	10,472	4,895	2,624	16,085	26,173	16,085
	Fzn Strawberries	340	369	21,148	22,279	21,148	300	604	17,669	20,207	17,669
	Other Fzn Fruit	2,814	2,313	33,720	35,774	33,720	2,933	2,611	38,421	41,924	38,421
	Subtotal:----	5,820	4,037	65,340	71,230	65,340	8,128	5,838	72,175	88,304	72,175
Canned/Prep Fruit		MT									
	Canned Olives	4,557	6,923	72,282	81,516	72,282	12,207	12,318	181,991	184,250	181,991
	Canned Oranges	3,449	3,815	59,849	56,289	59,849	3,513	3,572	64,148	54,784	64,148
	Canned Peaches	1,795	1,887	17,062	29,483	17,062	1,094	1,207	11,726	19,709	11,726
	Canned Pineapples	26,257	29,909	306,266	292,609	306,266	16,531	21,349	195,435	204,974	195,435
	Mixed Fruit	2,359	2,907	46,109	49,307	46,109	2,421	3,698	42,609	51,241	42,609
	Prep/Pres Fruit	5,282	6,728	70,663	101,420	70,663	6,145	8,399	88,398	118,537	88,398
	Other Canned Frui	7,259	6,806	63,644	69,225	63,644	7,927	8,492	78,573	84,661	78,573
	Subtotal:----	50,959	58,975	635,875	679,851	635,875	49,838	59,034	662,879	718,155	662,879
Frt&Veg Juice SSE		KL									
	Apple Juice	51,554	37,078	856,697	1,084,986	856,697	19,185	11,520	327,267	354,632	327,267
	Fcoj	42,524	73,103	816,613	1,099,876	816,613	11,097	13,536	215,268	233,077	215,268
	Grape Juice	19,957	22,810	218,866	243,290	218,866	6,265	8,524	62,896	95,051	62,896
	Pineapple Juice	24,137	26,263	323,038	303,510	323,038	6,638	7,350	85,004	88,786	85,004
	Other Juices	19,205	16,734	238,164	293,196	238,164	10,555	10,350	139,504	167,223	139,504
	Subtotal:----	157,377	175,988	2,453,377	3,024,858	2,453,377	53,741	51,280	829,939	938,770	829,939
Fresh Vegetables		MT									
	Garlic	726	392	22,438	17,570	22,438	1,101	548	27,212	20,661	27,212
	Asparagus	3,230	3,380	33,333	38,745	33,333	5,160	5,826	58,156	66,588	58,156
	Bell Pepper	5,124	7,757	165,549	180,463	165,549	5,929	8,110	147,926	206,072	147,926
	Carrots	9,433	9,756	101,943	99,470	101,943	2,302	2,245	24,298	22,353	24,298
	Chili Pepper	14,971	14,716	104,009	103,758	104,009	4,118	4,084	51,477	45,836	51,477
	Cucumbers	2,230	4,810	295,907	302,306	295,907	1,229	3,023	115,608	100,823	115,608
	Onions	8,734	6,954	266,779	261,088	266,779	5,158	5,203	146,632	127,447	146,632
	Potatoes	21,359	22,644	489,908	324,924	489,908	3,955	4,612	98,581	59,301	98,581
	Squash	1,130	1,321	132,970	141,192	132,970	406	548	67,300	87,857	67,300
	Tomatoes	33,680	27,832	724,621	743,205	724,621	19,205	21,591	679,977	611,612	679,977
	Other Fresh Veg	31,167	37,731	435,237	453,475	435,237	15,039	20,015	234,033	265,485	234,033
	Subtotal:----	131,785	137,294	2,772,695	2,666,196	2,772,695	63,603	75,806	1,651,200	1,614,035	1,651,200



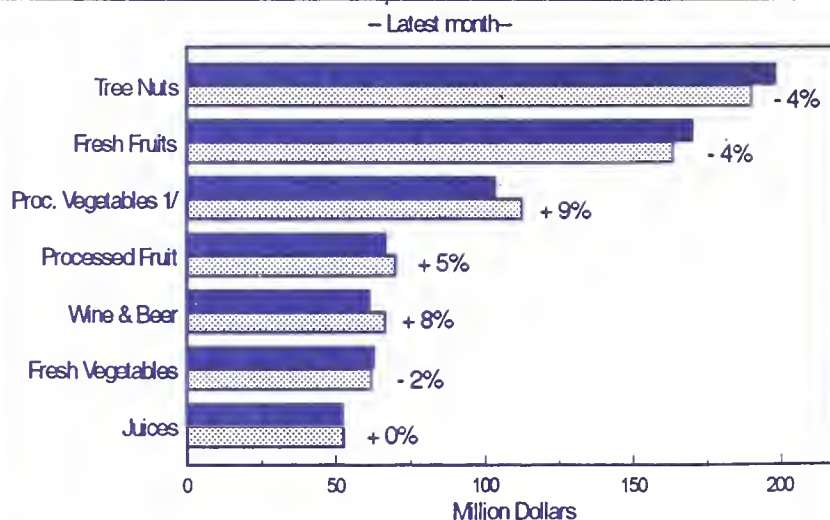
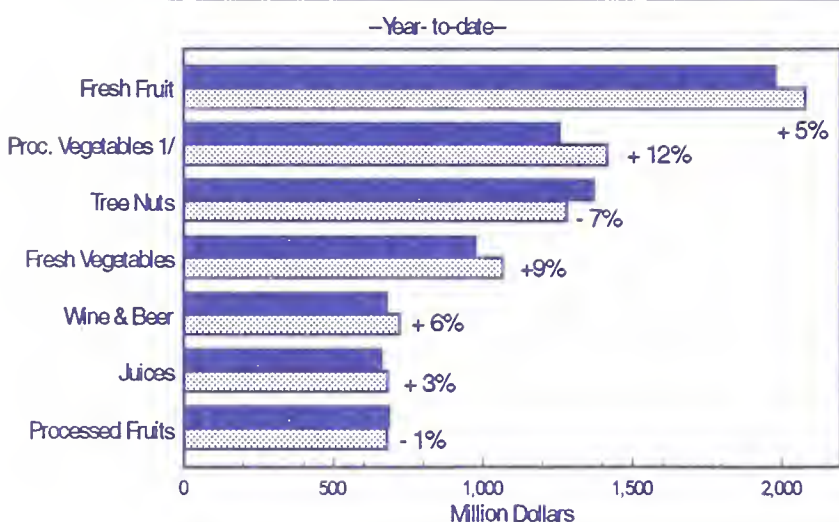
U.S. Imports of Selected Horticultural Products											
Name		Quantity					Values (1000 Dollars)				
Group	& Product	Sep	Sep	Oct-Sep	Oct-Sep	Oct-Sep	Sep	Sep	Oct-Sep	Oct-Sep	Oct-Sep
		FY 1996	FY 1997	FY 1996	FY 1997	FY 1996	FY 1996	FY 1997	FY 1996	FY 1997	FY 1996
Canned/Dehyd Vegetables MT											
	Cnd Artichokes	2,141	2,223	26,367	29,298	26,367	3,578	3,323	45,213	44,069	45,213
	Cnd Bamboo	3,305	3,321	27,392	27,077	27,392	3,177	2,531	27,056	24,292	27,056
	Cnd Mushrooms	4,850	4,523	56,569	67,258	56,569	8,534	8,368	115,561	118,324	115,561
	Cnd Pimiento	594	1,184	8,171	9,556	8,171	775	1,422	10,493	11,448	10,493
	Cnd Tomatoes	2,791	5,909	48,630	65,589	48,630	1,209	2,615	20,491	27,979	20,491
	Cnd Waterchnuts	1,661	2,760	39,633	35,531	39,633	1,655	1,934	31,746	27,403	31,746
	Tomato Pst & Sauc	1,925	2,348	34,204	33,659	34,204	1,807	2,017	31,648	41,356	31,648
	Oried Mushrooms	67	63	1,536	2,015	1,536	923	936	17,049	19,411	17,049
	Oried Tomatoes	610	865	6,106	6,924	6,106	2,288	3,127	23,027	26,265	23,027
	Other Dehy Veg	9,816	12,101	128,049	159,374	128,049	10,173	13,458	128,352	159,001	128,352
	Other Can Veg	18,899	20,764	211,272	244,159	211,272	16,777	18,830	198,012	214,284	198,012
	Subtotal:----	46,659	56,061	587,930	680,441	587,930	50,896	58,563	648,648	713,831	648,648
Frozen Vegetables MT											
	Broccoli Fzn	13,048	15,278	181,663	169,458	181,663	8,110	9,849	102,188	106,080	102,188
	Cauliflower Fzn	1,195	1,458	18,351	18,729	18,351	878	1,118	11,559	14,060	11,559
	Potato Fzn	14,953	21,676	182,342	286,808	182,342	9,315	12,883	112,141	169,323	112,141
	Other Veg Fzn	23,597	24,102	209,638	222,015	209,638	8,887	9,585	105,353	129,143	105,353
	Subtotal:----	52,793	62,514	591,994	697,010	591,994	27,190	33,435	331,241	418,606	331,241
Tree Nuts MT											
	Brazils Tot	847	1,166	7,821	10,404	7,821	2,499	2,740	16,613	23,656	16,613
	Cashews Tot	6,366	5,379	61,038	62,669	61,038	31,063	24,810	300,213	292,315	300,213
	Coconut	2,990	3,472	43,090	39,782	43,090	2,785	2,818	35,895	34,791	35,895
	Pecans	728	224	24,814	19,909	24,814	2,557	1,164	53,623	39,667	53,623
	Other Nuts	1,465	831	18,533	18,167	18,533	6,849	3,946	74,881	78,070	74,881
	Subtotal:----	12,395	11,073	155,296	150,931	155,296	45,752	35,477	481,224	468,499	481,224
Nursey Products MIXED											
	Carnations	81,767	73,757	1,278,692	1,211,423	1,278,692	7,328	7,669	129,577	115,014	129,577
	Christmas Trees	0	2	2,126	2,260	2,126	0	7	18,094	20,227	18,094
	Chrysanthemus	51,781	45,946	676,248	614,707	676,248	7,460	7,651	91,982	91,126	91,982
	Roses	58,314	59,832	829,234	919,298	829,234	11,196	11,723	184,874	200,957	184,874
	Tulip Bulbs	104,308	104,603	341,260	426,485	341,260	13,409	12,237	42,074	41,993	42,074
	Other Cut Flowers	0	0	0	0	0	14,039	14,368	186,542	186,894	186,542
	Other Nursey Prod	0	0	0	0	0	29,143	32,047	277,365	298,973	277,365
	Subtotal:----	296,169	284,141	3,127,560	3,174,174	3,127,560	82,574	85,701	930,508	955,183	930,508
Hops & Products MT											
	Hops & Pellets	0	1	5,365	5,606	5,365	0	9	37,979	37,836	37,979
	Other Hop Prod	0	0	503	187	503	11	0	3,699	1,339	3,699
	Subtotal:----	0	1	5,867	5,793	5,867	11	9	41,678	39,175	41,678
Wine KL											
	Red Wine	10,943	14,909	150,951	181,724	150,951	41,186	53,714	565,708	682,741	565,708
	Sparkiling Wine	2,947	3,661	31,069	30,293	31,069	33,626	39,500	313,991	336,614	313,991
	White Wine	7,679	9,516	106,568	116,091	106,568	27,791	32,359	360,701	411,457	360,701
	Other Wine Prod	5,802	10,263	47,705	104,101	47,705	13,634	17,810	119,764	198,476	119,764
	Subtotal:----	27,371	38,349	336,294	432,208	336,294	116,237	143,384	1,360,163	1,629,287	1,360,163
Miscellaneous MIXED											
	Beer & Beverages	123,484	153,136	1,565,134	1,734,830	1,565,134	111,915	133,995	1,365,034	1,511,285	1,365,034
	Other Misc	0	0	0	0	0	108,018	125,654	1,307,570	1,402,504	1,307,570
	Subtotal:----	123,484	153,136	1,565,134	1,734,830	1,565,134	219,932	259,649	2,672,604	2,913,790	2,672,604
	Grand Total:						852,696	941,669	12,075,218	13,050,374	12,075,218

# U.S. Horticultural Product and Market Export Summaries

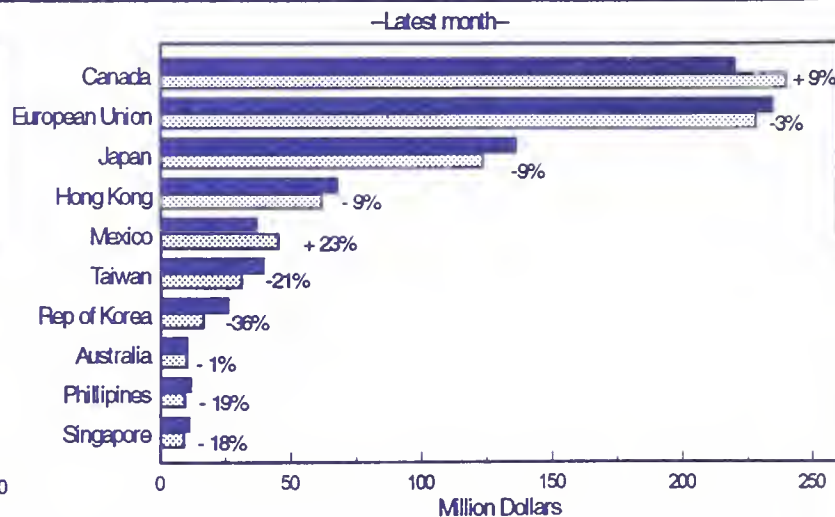
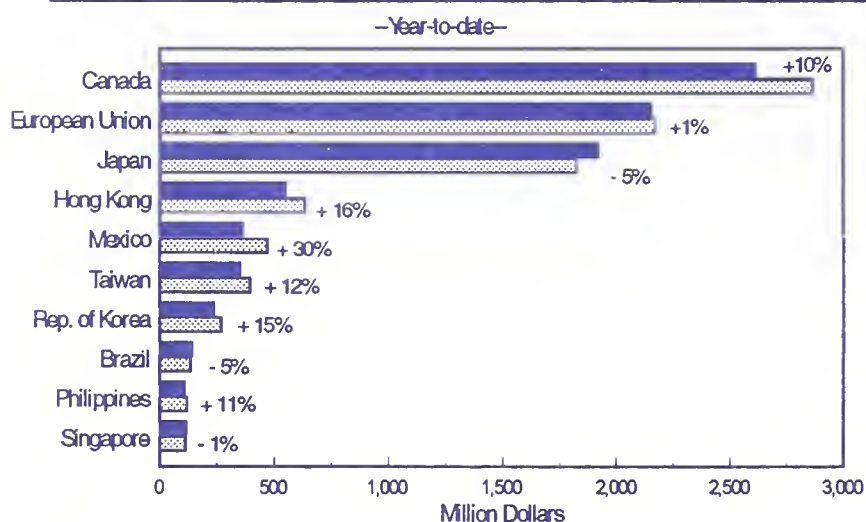
FY Oct-Sept and Latest Month Comparisons

■ FY 96 ■ FY 97

## Selected Product Summary



## Top Ten Market Summary



## **EXPORT NEWS AND OPPORTUNITIES**

### **USDA Authorizes GSM-102 for the Southern Africa Region and Amends the FY 1998 GSM-102 Programs to Include Additional Horticultural Products**

On October 21, the United States Department of Agriculture (USDA) authorized \$50 million in credit guarantees for sales of U.S. agricultural products to the Southern Africa Region for FY 1998. The Southern Africa Region includes Angola, Botswana, Burundi, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Seychelles, South Africa, Swaziland, Democratic Republic of Congo (formerly known as Zaire), Zambia, and Zimbabwe. Canned fruit, dried fruit, frozen vegetables, potatoes, and tree nuts are the horticultural products eligible under the Southern Africa Region GSM-102.

USDA has amended the Turkey GSM-102 program to include canned vegetable as an eligible horticultural product. Also, fruit juices have been added as an eligible product under the GSM-102 program for the Philippines, Russia, China, and Indonesia.

Specific dollar amounts are not assigned to commodities in order to provide buyers and sellers maximum flexibility in arranging the size of their transactions within the scope of the overall allocation. Exporters may apply for credit guarantees on a first-come-first-served basis to cover sales of any of the eligible commodities.

The GSM-102 program makes available financing for the sales of U.S. agricultural commodities overseas. USDA does not provide financing, but guarantees payments due from foreign banks. USDA typically guarantees 98 percent of the principal and a portion of the interest. The GSM-102 program covers credit terms from 90 days to 3 years.

Under the program, once a firm sale exists, the qualified U.S. exporter applies for a payment guarantee before the date of export. The U.S. exporter pays a fee calculated on the dollar

amount guaranteed, based on a schedule of rates applicable to different lengths of credit periods. The CCC-approved foreign bank issues a dollar-denominated, irrevocable letter of credit in favor of the U.S. exporter, ordinarily advised or confirmed by the financial institution in the United States agreeing to extend credit to the foreign bank. The U.S. exporter may negotiate an arrangement to be paid as exports occur by assigning the U.S. financial institution the right to proceeds that may become payable under the guarantee, and later presenting required documents to that financial institution. Such documents normally include a copy of the export report.

If a foreign bank fails to make any payment as agreed, the exporter or the assignee may file a claim with USDA for the amounts due and covered by the guarantee. USDA will pay the U.S. bank and will take on the responsibility of collecting the overdue amount from the foreign bank.

The tables on pages 11 and 12 presents FY 1998 GSM-102 allocations by country as of November 21 for various horticultural commodities and products.

### **Horticultural Sales Registered Under the Supplier Credit Guarantee Program**

As of November 14, fresh fruit sales under the Supplier Credit Guarantee Program (SCGP) totaled \$50,000. Horticultural products are the first sales registered in the FY 1998 SCGP.

Approximately \$150 million has been allocated in credit guarantees for sales of U.S. agricultural products to more than 30 different countries. Exporters may apply on a first-come-first-served basis to cover sales of over 55 different horticultural products, such as fresh fruit, fresh vegetables, canned fruit, frozen vegetables, wine and brandy, dried fruits, tree nuts, potatoes, etc.

The SCGP is unique because it covers short-term financing extended directly by U.S. exporters to foreign buyers and requires that the importers sign a promissory note in case of default on the



CCC-backed payment guarantee. The SCGP emphasizes high-value and value-added products, but may include commodities or products that also have been programmed under the GSM-102 program.

The tables on pages 13 through 15 present FY 1998 SCGP allocations by country and product as of November 21, 1997.

*Cautionary information for use of the accompanying GSM and SCGP tables: The tables reflect only exporter applications for guarantees that have been entered into the GSM and SCGP computerized system. At any given time, exporter applications are in process, and not all of those received have been entered into the system. Moreover, all applications are initially entered into the system on a provisional basis until price reviews have been completed, the guarantee fee has been received, and the written guarantee has been issued. Thus, some applications now in the system may in the future be removed, and the commodity balances correspondingly increased.*

Note: The GSM will consider requests to establish a SCGP and/or GSM Program for a country or region or amend an authorized program to include horticultural commodities and products which are currently not eligible. Information on the FY 1998 GSM-102 and Supplier Credit Guarantee Programs is available on the Internet at <http://www/fas.usda.gov>.

(For further information on the SCGP or GSM-102 Program for horticultural commodities, contact Yvette Wedderburn Bomersheim, 202-720-9903).



**FY 1998 GSM-102  
CREDIT GUARANTEE COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation (In Millions of Dollars)</b>	<b>Exporter Applications Received (In Millions of Dollars)</b>	<b>Balance (In Millions of Dollars)</b>
<b>ANDEAN REGION</b>	<b>200.0</b>	<b>0.0</b>	<b>200.0</b>
Dried fruit 2/		0.0	
Fresh fruit 3/		0.0	
Frozen fruit (strawberries & blueberries)		0.0	
Potatoes		0.0	
Canned vegetables 5/		0.0	
Frozen vegetables 6/		0.0	
<b>ARGENTINA</b>	<b>16.0</b>	<b>0.0</b>	<b>16.0</b>
Fresh fruit 3/		0.0	
Potatoes		0.0	
<b>BRAZIL</b>	<b>85.0</b>	<b>0.0</b>	<b>85.0</b>
Dried fruit 2/		0.0	
Fresh fruit 3/		0.0	
Hops; hop extract		0.0	
Potatoes		0.0	
Tree nuts 7/		0.0	
Canned vegetables 5/		0.0	
<b>CENTRAL AMERICA REGION</b>	<b>50.0</b>	<b>0.0</b>	<b>50.0</b>
Potatoes		0.0	
<b>CENTRAL EUROPE</b>	<b>10.0</b>	<b>0.0</b>	<b>10.0</b>
Frozen orange juice concentrate		0.0	
<b>CHINA</b>	<b>100.0</b>	<b>0.0</b>	<b>100.0</b>
Fresh fruit (apples & cherries)		0.0	
Hops; hop extract		0.0	
Potatoes		0.0	
<b>EAST AFRICA REGION</b>	<b>35.0</b>	<b>0.0</b>	<b>35.0</b>
Frozen vegetables 6/		0.0	
Tree nuts 7/		0.0	
Potatoes		0.0	
<b>EAST CARIBBEAN REGION</b>	<b>50.0</b>	<b>0.0</b>	<b>50.0</b>
Fresh fruit 3/		0.0	
Canned vegetables 5/		0.0	
<b>EGYPT</b>	<b>99.0</b>	<b>0.0</b>	<b>99.0</b>
Fresh fruit 3/		0.0	
Potatoes		0.0	
<b>INDIA</b>	<b>20.0</b>	<b>0.0</b>	<b>20.0</b>
Dried fruit 1/		0.0	
Tree nuts 7/		0.0	
<b>INDONESIA</b>	<b>250.0</b>	<b>0.0</b>	<b>250.0</b>
Fruit juices			
Fresh fruit 3/		0.0	
Potatoes		0.0	
Tree nuts 7/		0.0	
<b>KAZAKSTAN</b>	<b>5.0</b>	<b>0.0</b>	<b>5.0</b>
Canned vegetables 5/		0.0	
Frozen vegetables 6/		0.0	
Canned fruit 8/		0.0	
Frozen fruit 4/		0.0	
Frozen orange juice concentrate		0.0	
Potatoes		0.0	
Tree nuts 7/		0.0	

**FY 1998 GSM-102  
CREDIT GUARANTEE COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation 12/ (In Millions of Dollars)</b>	<b>Exporter Applications Received (In Millions of Dollars)</b>	<b>Balance (In Millions of Dollars)</b>
<b>MEXICO</b>	<b>500.0</b>	<b>0.0</b>	<b>500.0</b>
Fresh fruit 3/		0.0	
Hops; hop extract		0.0	
Potatoes		0.0	
Tree nuts 7/		0.0	
Canned fruit 8/		0.0	
<b>PHILIPPINES</b>	<b>20.0</b>	<b>0.0</b>	<b>20.0</b>
Fruit juices		0.0	
Tree nuts 7/		0.0	
<b>POLAND</b>	<b>25.0</b>	<b>0.0</b>	<b>25.0</b>
Potatoes		0.0	
<b>RUSSIA</b>	<b>95.0</b>	<b>0.0</b>	<b>95.0</b>
Canned vegetables 5/		0.0	
Canned fruit 8/		0.0	
Fruit juices		0.0	
Fresh fruit 3/		0.0	
Fresh vegetables 6/		0.0	
Frozen orange juice concentrate		0.0	
Frozen fruit 4/		0.0	
Frozen vegetables 6/		0.0	
Hops; hop extract		0.0	
Potatoes		0.0	
Tree nuts 7/		0.0	
<b>SOUTHERN AFRICA REGION</b>	<b>50.0</b>	<b>0.0</b>	<b>50.0</b>
Canned fruit 8/		0.0	
Dried fruit 2/		0.0	
Frozen vegetables 6/		0.0	
Potatoes		0.0	
Tree nuts 7/		0.0	
<b>THAILAND</b>	<b>100.0</b>	<b>0.0</b>	<b>100.0</b>
Tree nuts 7/		0.0	
<b>TURKEY</b>			
Canned vegetables 5/		0.0	

1/Coverage is detailed in FAS Program Announcements for all commodities, including those not listed as of November 21, 1997. FAS news releases are available on the Internet at <http://www.fas.usda.gov>. Unless otherwise noted, terms are FOB, 90-days to 3 years. 2/Raisins, prunes, dates, figs, and apples. 3/Apples, apricots, avocados, blueberries, cherries, grapes, grapefruit, kiwifruit, lemons, melons, nectarines, oranges, pears, plums, peaches, raspberries, strawberries, and tangerines. 4/Strawberries, blueberries, apples, cherries, plums, raspberries, and blackberries. 5/Asparagus, beans, carrots, corn, peas, tomatoes, and tomato paste. 6/Beans, broccoli, carrots, corn, spinach, onions, peppers, mushrooms, and zucchini, including combinations thereof. 7/Almonds, pecans, pistachios, walnuts, and hazelnuts. 8/Cocktail, peaches, pears, and tart cherries.

**FY 1998  
SUPPLIER CREDIT COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation (In Millions of Dollars)</b>	<b>Exporter Applications Received (In Millions of Dollars)</b>	<b>Balance (In Millions of Dollars)</b>
<b>ANDEAN REGION</b>	<b>10.0</b>	<b>0.0</b>	<b>10.0</b>
Canned fruit 2/		0.0	
Dried fruit 3/		0.0	
Fresh fruit 4/		0.0	
Tree nuts 5/		0.0	
Potatoes		0.0	
Canned vegetables 6/		0.0	
Frozen vegetables 8/		0.0	
Fresh vegetables 7/		0.0	
Wine and brandy		0.0	
<b>ARGENTINA</b>	<b>3.0</b>	<b>0.0</b>	<b>3.0</b>
Tree nuts 5/		0.0	
Fresh fruit 4/		0.0	
Canned fruit 2/		0.0	
Dried fruit 3/		0.0	
Wine and brandy		0.0	
Frozen vegetables 8/		0.0	
Fresh vegetables 7/		0.0	
Potatoes		0.0	
Canned vegetables 6/		0.0	
<b>BALTIC REGION</b>	<b>5.0</b>	<b>0.0</b>	<b>5.0</b>
Dried fruit 3/		0.0	
Fresh fruit 4/		0.0	
Frozen fruit 9/		0.0	
Canned fruit 2/		0.0	
Frozen vegetables 8/		0.0	
Tree nuts 5/		0.0	
Potatoes		0.0	
Wine and brandy		0.0	
<b>BRAZIL</b>	<b>10.0</b>	<b>0.0</b>	<b>10.0</b>
Canned fruit 2/		0.0	
Dried fruit 3/		0.0	
Fresh fruit 4/		0.0	
Potatoes		0.0	
Tree nuts 5/		0.0	
Canned vegetables 6/		0.0	
Fresh vegetables 7/		0.0	
Wine and brandy		0.0	
<b>CENTRAL AMERICA</b>	<b>5.0</b>	<b>0.0</b>	<b>5.0</b>
Fresh fruit 4/		0.0	
Potatoes		0.0	
Tree nuts 5/		0.0	
Dried fruit 3/		0.0	
Canned fruit 2/		0.0	
Fresh vegetables 7/		0.0	
Wine; brandy; beer		0.0	

**FY 1998**  
**SUPPLIER CREDIT COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation (In Millions of Dollars)</b>	<b>Exporter Applications Received (In Millions of Dollars)</b>	<b>Balance (In Millions of Dollars)</b>
<b>CENTRAL EUROPE</b>	<b>20.0</b>	<b>0.0</b>	<b>20.0</b>
Fresh fruit 4/		0.0	
Tree nuts 5/		0.0	
<b>ISRAEL</b>	<b>20.0</b>	<b>0.0</b>	<b>20.0</b>
Tree nuts 5/		0.0	
Fresh fruit 4/		0.0	
Dried fruit 3/		0.0	
Wine and brandy		0.0	
<b>JAMAICA</b>	<b>5.0</b>	<b>0.0</b>	<b>5.0</b>
Dried fruit 3/		0.0	
Fresh fruit 4/		0.0	
Fresh vegetables 7/		0.0	
Canned fruit 2/		0.0	
Frozen vegetables 8/		0.0	
Tree nuts 5/		0.0	
Potatoes		0.0	
Wine and brandy		0.0	
<b>KAZAKSTAN</b>	<b>5.0</b>	<b>0.0</b>	<b>5.0</b>
Canned fruit 2/		0.0	
Frozen vegetables 8/		0.0	
Frozen fruit 9/		0.0	
Potatoes		0.0	
Tree nuts 5/		0.0	
Canned vegetables 6/		0.0	
Wine and brandy		0.0	
<b>MEXICO</b>	<b>20.0</b>	<b>0.0</b>	<b>20.0</b>
Fresh fruit 4/		0.0	
Fresh vegetables 7/		0.0	
Canned fruit 2/		0.0	
Canned vegetables 6/		0.0	
Frozen vegetables 8/		0.0	
Wine and brandy		0.0	
Dried fruit 3/		0.0	
Tree nuts 5/		0.0	
Potatoes		0.0	
<b>POLAND</b>	<b>10.0</b>	<b>0.0</b>	<b>10.0</b>
Canned fruit 2/		0.0	
Canned vegetables 6/		0.0	
Dried fruit 3/		0.0	
Frozen orange juice concentrate		0.0	
Potatoes		0.0	



**FY 1998  
SUPPLIER CREDIT COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation (In Millions of Dollars)</b>	<b>Exporter Applications Received (In Millions of Dollars)</b>	<b>Balance (In Millions of Dollars)</b>
<b>TURKEY</b>	<b>5.0</b>	<b>0.0</b>	<b>5.0</b>
Fresh fruit 4/		0.0	
Frozen fruit 9/		0.0	
Canned fruit 2/		0.0	
Frozen orange juice concentrate		0.0	
Frozen vegetables 8/		0.0	
Canned vegetables 6/		0.0	
Tree nuts 5/		0.0	
<b>SOUTHEAST ASIA</b>	<b>35.0</b>	<b>0.0</b>	<b>35.0</b>
Canned fruit 2/		0.0	
Canned vegetables 6/		0.0	
Dried fruit 3/		0.0	
Fresh fruit 4/		0.0	
Fresh vegetables 7/		0.0	
Frozen fruit 9/		0.0	
Tree nuts 5/		0.0	
Wine and brandy		0.0	
Potatoes		0.0	

1/Coverage is detailed in FAS Program Announcements for all commodities, including those not listed as of November 21, 1997. FAS news releases are available on the Internet at <http://www.fas.usda.gov>. 2/ Cocktail, peaches, pears, and tart cherries. 3/ Dates, figs, prunes, and raisins. 4/ Apples, apricots, avocados, blueberries, cherries, grapes, grapefruit, kiwi, lemons, melons, nectarines, oranges, pears, plums, peaches, raspberries, strawberries, and tangerines. 5/ Almonds, pecans, pistachios, walnuts, and hazelnuts. 6/ Asparagus, beans, carrots, corn, peas, tomatoes, and tomato paste. 7/ Asparagus, beans, broccoli, carrots, cauliflower, celery, corn, garlic, lettuce, onions, peppers, potatoes, and tomatoes. 8/ Beans, broccoli, carrots, corn, mushrooms, onions, peppers, spinach, and zucchini, including combinations thereof. 9/ Blackberries, blueberries, raspberries, and strawberries.

## **WORLD TRADE SITUATION AND POLICY UPDATES**

### **Industry concerned over continued access to Korea's citrus market**

Recent developments in Korea have served to heighten concern among the California citrus industry over the possible introduction of new trade restrictions by the Korean government. ROK officials and the Korean media have cited various pests (i.e., California red scale, Medfly, oriental fruit fly) and alleged food safety concerns (pesticide residues) in calling into question the safety of California oranges. The pest-related issues are being reviewed by the two countries respective experts while the pesticide residue issues are being pursued with Korea's Ministry of Health and Welfare.

Korea had established an import quota mechanism for oranges, as provided under the Uruguay Round, in 1995. Since then, it has sourced essentially all of its orange imports from the United States, primarily California. U.S. orange exports to Korea in CY1996 were valued at \$14.2 million, up from \$5.3 million in the preceding year. Beginning July 1, 1997, out-of-quota imports at a higher tariff rate were permitted by the ROKG for the first time, a development that, barring the introduction of new trade barriers, is expected to lead to a significant increase in U.S. sales over the next several years.

### **First Florida tomatoes arrive in Japan after inspection delay**

The first shipment of Florida tomatoes arrived in Japan in early November, an 18-ton container. This shipment followed the first successful shipments from California earlier in the year, following Japan's decision to allow in a limited number of U.S. tomato varieties after many years of negotiations. However, MAFF unexpectedly instituted a 100 percent sampling regime for Florida tomatoes, due ostensibly to concerns over the possible transmission of Caribbean fruit fly. Following a meeting with APHIS and FAS

officials in Tokyo on Monday, November 10, MAFF agreed to exempt Florida tomatoes which are packed in the early stages of ripeness from the rigorous Caribfly inspection requirement. Further complicating the issue was a shipping delay in California, which contributed a quality degradation. A second shipment is en route and is expected to arrive in better condition.

### **Australia's new S.P.S. risk assessment system likely to further delay market access for U.S. products**

Australia's quarantine inspection agency, AQIS, has unveiled a new procedure for conducting risk assessments on prospective plant and animal import products which appears likely to further delay market access for U.S. exports. Along with the addition of new personnel to carry out the assessments, the new review and decision making process is being billed as more transparent and objective when compared to the previous system. The process for completing a review will apparently take at least 9-14 months, depending on the complexity of the issue, and assuming there are no significant problems or stakeholder objections encountered along the way.

The Australian action represents a potentially significant setback for a number of pending horticultural access issues, particularly Florida grapefruit, table grapes, and almonds. The U.S. side has been working on these three issues for a number of years and, from a science-based perspective, considers all three as being at the resolution stage. Australia's highly restrictive pest risk analysis policy was identified in USTR's October 1 Super 301 announcement as a problem that was "being given special attention by the Administration," and one that "may warrant enforcement action in the future" if not resolved satisfactorily. Australia continues to maintain phytosanitary-based import bans on a number of U.S. horticultural commodities, including Florida grapefruit, table grapes, stone fruit, apples, pears, blueberries, and papaya. Industry estimates place the value of annual lost sales resulting from these restrictions in the range of \$50 million.

## **China cuts duties on a wide range of horticultural products**

China has reduced import duties on a range of agricultural commodities, including many horticultural products, effective October 1, 1997. For example, the duties on most fresh vegetable items were reduced from 22 percent ad valorem to 13 percent. Duties on tree nuts and fresh fruits, which had generally ranged from 48-55 percent, were cut in most cases to 30 percent, an exception being oranges, where the duty was lowered to 45 percent. The duty cuts notwithstanding, it should be noted that China continues to ban the importation of most U.S. fruits on phytosanitary grounds, the current exceptions being Washington State cherries, Pacific Northwest apples, and table grapes from five California counties.

Tariffs on processed vegetables were in most cases reduced from 45 percent to 25 percent, while most processed fruit product duties were cut from 45 percent to 30 percent. Tariffs on juices generally fell from 55 percent to 35 percent. However, China chose to leave the duties on wine and beer unchanged at 70 percent.

While a positive development, the reduced duties, together with China's VAT, will continue to function as a formidable constraint for most products. The ongoing WTO accession negotiations provide an opportunity to secure deeper cuts in China's duty rates on agricultural products. The following table provides more detailed information on the October 1 duty reductions.

**Import Customs Tariffs of the People's Republic of China  
(effective October 1, 1997)**

<b>HS Code</b>	<b>Chapter Number and Product Description</b>	<b>MFN (OLD)</b>	<b>MFN (NEW)</b>
	<b>Chapter 7: Edible vegetables, roots, and tubers 1/</b>	22.0	13.0
	<b>Chapter: 8 Edible fruit and nuts; peel of citrus fruit or melons</b>		
08021100	Almonds In shell	48.0	30.0
08021200	Shelled Almonds	48.0	30.0
08022100	Hazelnuts or filberts In shell	48.0	30.0
08022200	Shelled Hazelnuts or filberts	48.0	30.0
08023100	Walnuts In shell	48.0	30.0
08023200	Shelled Walnuts	48.0	30.0
08025000	Pistachios	50.0	30.0
08029049	Other Hawaii nuts	48.0	30.0
08041000	Dates	30.0	20.0
08042000	Figs	48.0	30.0
08044000	Avocados	30.0	25.0
08051000	Oranges	52.0	45.0
08053000	Lemons and limes	40.0	30.0
08054000	Grapefruit	40.0	30.0
08061000	Fresh Grapes	55.0	40.0
08062000	Raisins	55.0	40.0
08081000	Apples	40.0	30.0
08082000	Pears	40.0	30.0
08091000	Apricots	48.0	30.0
08092000	Cherries	48.0	30.0
08093000	Peaches, including nectarines	48.0	30.0
08094000	Plums and sloes	48.0	40.0
08101000	Strawberries	55.0	30.0
08105000	Kiwifruit	55.0	30.0
08132000	Prunes	48.0	30.0
	<b>Chapter 12: Oil seeds and oleaginous fruits; miscellaneous grains, seeds, and fruit; industrial or medicinal plants; straw and fodder</b>		
12101000	Hop cones, neither ground nor powdered nor in the form of pellets	35.0	30.0
12102000	Hop cones, ground, powdered or in the form of pellets; lupulin	35.0	30.0
	<b>Chapter 20: Preparations of vegetables, fruit, nuts or other parts of plants</b>		
20021010	Tomatoes, whole or in pieces in airtight containers	45.0	25.0
20021090	Other tomatoes, whole or in pieces	45.0	25.0
20029010	Tomato paste, in airtight containers	45.0	25.0
20041000	French Fries	45.0	25.0
20058000	Canned Sweet Corn	50.0	25.0
20087010	Peaches in airtight containers	45.0	30.0
20091100	Frozen Orange juice	55.0	35.0
20091900	Other Orange juice	55.0	35.0
20092000	Grapefruit juice	55.0	35.0
20095000	Tomato juice	55.0	35.0
20096000	Grape juice (including Grape must)	55.0	35.0
20097000	Apple juice	55.0	35.0
	<b>Chapter 33: Essential oils</b>		
33011200	of orange	40.0	25.0
33011300	of lemon	40.0	20.0

1/ Duties on certain pulses in this category were lowered from 15 to 8 percent, 9 to 6 percent, and 6 to 3 percent.



## Situation and Outlook for Frozen French Fries

In 1997/98, french fry exports from the 3 major exporting countries, the United States, the Netherlands, and Canada, are forecast at a record 1.8 million metric tons, 8 percent above the previous year's shipments. All 3 selected countries are expected to register export gains in 1997/98. Canada could surpass the United States in 1997/98 as the world's second largest french fry exporter. Canadian exports in 1997/98 are forecast at a record 425,000 tons, 23 percent above 1996/97 shipments and 83 percent above the 1996/97 value. U.S. frozen french fry exports reached a record \$286 million and 385,700 tons in 1996/97, almost double the volume and more than twice the value of just 5 years ago. U.S. french fry exports are forecast to increase 9 percent in 1997/98. Rising per capita incomes in many countries, ongoing Market Access Program activities, and the increasing popularity of U.S.-style quick service restaurants, particularly in East Asia and Latin America, are expected to continue to spur demand for french fries. Japan is the largest U.S. market, accounting for half of U.S. shipments.

### United States

The 1997/98 U.S. potato crop is forecast at 20.8 million tons, 8 percent below the previous season's harvest. In 1997/98, potato farmers have decided to reduce planted area by 7 percent, while yields are expected to decrease 1 percent to 39 tons per acre. Despite the decline, 1997/98 potato output will probably be the third largest on record.

About 29 percent of U.S. production potato is used to produce french fries. With a relatively large U.S. potato crop and a steady domestic demand for french fries, U.S. french fry production in 1997/98 is forecast to rise 1 percent to 3.4 million tons. From 1990 to 1996, U.S. production of french fries increased 4 percent annually. Most of the growth in U.S. french fry consumption comes from sales to the food service sector.

With the expansion of the U.S. french fry industry, exports of french fries, especially to food service markets, have risen significantly. In 1997/98, U.S. exports of french fries are projected to increase 9 percent to a record 420,000 tons (12 percent of

domestic production). In 1996/97, exports registered an 11-percent gain over the previous year.

The top 5 U.S. french fry markets accounted for nearly 75 percent of 1996/97 shipments. These countries include Japan; with 50 percent of total exports; South Korea and Hong Kong with 7 percent each; and Taiwan and the Philippines at 5 percent each. Rising incomes in many countries, ongoing Market Promotion Program activities, and the increasing popularity of U.S.-style quick service restaurants, particularly in East Asia and Latin America, should continue to propel demand for U.S. french fries.

A major U.S. food conglomerate sold three large food service companies, and the new corporation plans to continue expansion of quick service restaurants in East Asia. However, economic uncertainties may slow growth in Southeast Asia and reduce the industry's 30,000 tons of sales to Indonesia, Malaysia, and Thailand. Increased

competition from Canada and the Netherlands may also trim export growth.

U.S. food service companies have consistently increased their imports of french fries from Canada, the principal supplier to the United States. Favorable exchange rates, good product quality, expanding Canadian manufacturing capacity, aggressive U.S. retail pricing, and competitive transport costs are increasing imports.

## Netherlands

In 1997/98, Dutch fresh potato production fell an estimated less than 1 percent from the previous year to 5.4 million tons. Prices of potatoes in the Netherlands dropped considerably in 1996/97 due to a large crop, 12 percent below 1995/96 average prices. For example, prices in July 1997 decreased to 11 Dfl (U.S. \$7) per 100 kilograms, while comparable prices a year earlier were 21 Dfl (U.S. \$13), down 48 percent.

The Netherlands is the world's largest french fry exporter. Exports in 1997/98 are forecast at 990,000 tons, 2 percent above 1996/97 shipments. About 95 percent of Dutch exports go to other countries in the European Union (EU).

In 1996/97, Dutch exports totaled 970,000 tons, 3 percent above the initial forecast. According to Dutch industry sources, several factors contributed to stronger exports. First, the continued growth of quick service restaurants throughout the EU, particularly in southern Europe, propelled exports, due to the proximity of Dutch plants. Second, Holland's processors of frozen potatoes have expanded sales in non-EU Europe, where exports grew 12 percent to 17,000 tons. Lastly, in 1996/97, customers of Dutch french fries benefited from an average FOB price of 1.22 Dfl (\$0.72 U.S) per kilogram, because potato processors had paid less for their raw material.

The Netherlands maintains the largest french fry industry in Europe. Nevertheless, acute competitive pressures, such as rising variable industrial costs, markets far from the Netherlands, increasingly stringent environmental regulations, and more expensive agricultural land influence

Dutch companies. Holland's french fry processors have expanded in Belgium and northern France where variable industrial costs of production remain lower than those in the Netherlands. Competitively priced agricultural land for growing potatoes remains available in France and Belgium. With considerable growth in demand for french fries in southern Europe, plants in France and Belgium reduce transportation costs. The Dutch manufacturers are also importing more potatoes from France and Belgium to augment domestic supplies.

In response to the continued U.S. demand for frozen potatoes, a Dutch company has opened a french fry plant in Jamestown, North Dakota. This factory is near a large potato production area and serves markets in the Middle West.

Imports of french fries into the Netherlands have remained small, accounting for about 5 percent of total supply. From a limited base, 1997/98 imports of french fries are forecast to increase 7 percent with an unchanged Dutch potato harvest.

## Canada

Reacting to strong domestic and foreign demand for french fries, Canadian potato farmers continue to expand planted area, particularly in the provinces of Alberta, Manitoba, and Saskatchewan. In 1996/97, production in these provinces combined increased 45 percent to 1.7 million tons, accounting for almost 42 percent of Canada's entire potato crop. The total Canadian harvest for 1997/98 is estimated to have increased 3 percent to 4 million tons.

Canada's french fry production rose 19 percent in 1996/97 to 775,000 tons and is forecast to increase by 13 percent in 1997/98. Processors in Canada have continued to enlarge production capacity, which ranges from 850,000 to 900,000 tons, to satisfy robust demand for french fries in both the home and international markets.

In July 1997, the U.S. International Trade Commission (ITC) released a study identifying several policies and economic factors affecting U.S.-Canada potato trade. In response to the U.S.



Trade Representative, the ITC conducted a 6-month Section 332 investigation of the structure and performance of the U.S. and Canadian potato industries. The ITC study described the composition of the U.S. and Canadian french fry industries. ITC analysts noted that the number of plants in both countries has declined, but their size has increased steadily. The remaining factories cluster in major potato production regions.

A major U.S. french fry company, which wants to remain fully competitive with its Canadian and U.S. rivals, continues to explore the feasibility of building a factory in Alberta or Saskatchewan. Both provinces have specific business advantages. Whatever the final decision, many industry observers believe that western Canada can produce high quality potatoes. The U.S. manufacturer can then efficiently process this raw material into french fries for shipment to the nearby U.S. market.

Canadian french fry makers increasingly depend on exports for additional sales. Exports in 1996/97 surged 48 percent to a record 344,813 tons, reflecting last year's expansion of french fry capacity in Manitoba and increased production for export at Eastern production points. Approximately 72 percent of these Canadian exports enter the United States. Exports of french fries to the United States increased by 60 percent in 1997/98. A 20 to a 25-percent increase in exports to the United States is expected in 1997/98. Sales by Canadian suppliers are also increasing in Japan, Malaysia, and Guatemala.

By contrast, Canadian imports of french fries have remained small. U.S. exports of french fries grew 5 percent to 12,073 tons in 1996/97. Obstacles facing increased U.S. french fry exports to Canada include a weak Canadian currency, increased Canadian production, and Canada's labeling requirements, which continue to stipulate metric multiple labels on food service-size outer containers.

## Japan

Much of Japan's gradually declining domestic potato production enters the more profitable fresh

market. In 1996/97, less than 5 percent of Japan's total potato output went to processing. Japan produces 14 percent of total french fries consumed in the country. From 1993/94 to 1995/96, imports took an increasing share of the Japanese market. Imports accounted for almost 88 percent of Japan's total 1996/97 french fry supply.

In 1996/97, Japanese french fry imports increased 9 percent to 234,242 tons. The United States supplied 87 percent of Japan's french fry imports. Canada held a 10-percent market share, while China and Australia accounted for 2 percent and 1 percent, respectively.

Japan's french fry imports are forecast to rise 7 percent to 250,000 tons in 1997/98. Meanwhile, Japan's domestic production is expected to decline 6 percent to 31,000 tons.

As elsewhere in the world, most french fries (nearly 88 percent) in Japan enter the food service market. Japan has more than 5,000 hamburger shops. For example, two U.S. quick service restaurant chains with more than 3,200 outlets together purchase more than 41 percent of Japan's total supply of domestic and imported french fries. Retail outlets, public school lunch programs, and food processors account for the balance of french fries consumed in Japan.

Japan's uncertain economy hit hard the Japanese food service sector, and many restaurant operators have altered their menus to highlight lower-priced items in response to growing consumer demand for value. Despite this situation, industry sources believe that companies will still open quick service restaurants, especially in Japan's regional cities and towns. In coming years, the Japanese fast food sector will continue to expand and require larger quantities of french fries.

For further information on supply, distribution, and trade, contact William Janis at 202-720-0897. For further information on U.S. marketing opportunities, contact Teddy Goldammer at 202-720-8498.)

# **FROZEN FRENCH FRIES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES**

Country/ Marketing Year 1/	Beginning Stocks	Production	Imports	Total Supply and Distribution	Exports	Domestic Consumption	Ending Stocks
Metric tons							
Canada							
1995/96	55,000	650,000	11,632	716,632	232,715	433,917	50,000
1996/97	50,000	775,000	12,149	837,149	344,813	437,336	55,000
1997/98 F	55,000	875,000	13,500	943,500	425,000	458,500	60,000
Japan 2/							
1995/96	0	35,325	214,619	249,944	0	249,944	0
1996/97	0	32,863	234,242	267,105	0	267,105	0
1997/98 F	0	31,000	250,000	281,000	0	281,000	0
Netherlands 2/							
1995/96	0	1,073,000	79,000	1,152,000	925,000	227,000	0
1996/97	0	1,126,000	56,000	1,182,000	970,000	212,000	0
1997/98 F	0	1,150,000	60,000	1,210,000	990,000	220,000	0
United States 3/ 4/ 5/							
1995/96	347,761	3,253,876	160,023	3,761,664	349,937	3,095,316	380,806
1996/97	380,806	3,382,229	248,897	4,011,932	385,702	3,162,770	463,460
1997/98 F	463,460	3,416,540	299,000	4,179,000	420,000	3,230,000	529,000
TOTAL							
1995/96	402,761	5,012,201	465,274	5,880,270	1,507,652	4,006,177	430,806
1996/97	430,806	5,316,092	551,288	6,298,186	1,700,515	4,079,211	518,460
1997/98 F	518,460	5,472,540	622,500	6,613,500	1,835,000	4,189,500	589,000

1/ July-June marketing year for all countries.

2/ No published stocks data.

3/ Stocks data from the USDA/National Agricultural Statistics Service.

4/ Export and import data from U.S. Bureau of Census with 1997/98 forecasts from industry sources.

5/ Production data from the American Frozen Food Institute with forecast for 1997/98 from industry sources.

## **U.S. EXPORTS OF FROZEN FRENCH FRIES TO PRINCIPAL DESTINATIONS FOR MARKETING YEARS (JULY-JUNE)**

Countries	1992/93	1993/94	1994/95	1995/96	1996/97
Metric tons					
Japan	123,736	134,450	158,699	183,767	193,482
Korea; Republic of	13,959	17,784	19,782	21,956	28,572
Hong Kong	11,260	12,812	16,592	21,136	27,419
Taiwan	7,509	9,864	11,652	15,249	21,079
Philippines	5,305	7,620	11,367	13,464	17,504
Mexico	7,508	10,791	10,115	10,327	15,385
Malaysia	4,694	7,615	10,096	11,831	13,267
Canada	5,746	7,539	7,365	11,507	12,113
Singapore	6,702	7,178	10,780	10,110	11,580
Indonesia	1,911	2,762	4,695	6,420	9,391
All Other Countries	14,213	22,114	66,297	44,170	35,910
TOTAL	202,543	240,529	327,440	349,937	385,702

SOURCE: Bureau of Census.



## NORTHERN HEMISPHERE FRESH PEAR SITUATION

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Pear production in selected Northern Hemisphere countries in 1997/98 is forecast at 3.76 million metric tons, down 11 percent from 1996/97. A sharp reduction in the European Union (EU) pear crop, especially in Italy, has decreased overall Northern Hemisphere pear output in 1997/98. Northern Hemisphere pear exports in 1997/98 are also expected to decrease 11 percent from the previous season's shipments, based primarily on reductions in the EU pear crops. U.S. pear exports in 1997/98, on the other hand, are forecast to increase 21 percent to a record 145,000 tons. Increased production of good quality fruit in Washington, California, and Oregon, combined with smaller EU exportable supplies, have boosted U.S. pear export prospects in 1997/98. U.S. pear exports in 1996/97, however, were down 17 percent. Reduced production in the states of Washington and Oregon, major U.S. pear exporters, combined with improved domestic prices for processing pears, hampered U.S. pear exports in 1996/97.

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### *Northern Hemisphere pear supplies to decrease in 1997/98*

Pear production in selected countries of the Northern hemisphere in 1997/98 is forecast at 3.76 million metric tons, down 11 percent from the 1996/97 output. The downturn mainly reflects a sharp reduction in European Union (EU) pear production, especially in Italy. The significant drop on Italy's pear production is the result of severe frost during the spring. All producing regions were affected by the frost, especially the region of Emilia-Romagna in Northern Italy, which accounts for 70 percent of total Italian pear production. Although to a lesser degree, the frost also adversely affected crops in Spain and France, the EU's second and third largest pear producing countries, respectively. On the other hand, pear production in the United States in 1997/98 is forecast to increase 24 percent to 925,105 tons.

### *Northern Hemisphere pear exports are expected to decrease in 1997/98*

Northern Hemisphere pear exports in 1997/98 are forecast at 688,180 tons, down 11 percent from

the previous season's shipments, based on expected reductions in the EU pear exports. U.S. pear exports in 1997/98, on the other hand, are forecast at a record 145,000 tons. The EU and the United States combined normally account for more than 90 percent of Northern Hemisphere pear exports. Intra-EU trade accounts for most of the EU pear exports. U.S. principal pear customers are Canada, Mexico, Brazil, and Taiwan, in that order.

### *U.S. pear production to reach near record levels in 1997/98*

U.S. pear production in 1997/98 is forecast at 925,105 tons, 24 percent above last season's output but 3 percent below the 1994/95 record of 949,052 tons. An excellent spring and early summer weather in the three major U.S. producing states (Washington, California, and Oregon) has boosted U.S. production of good quality fruit in 1997/98. Bartlett pear production in these states in 1997/98 is forecast at 503,500 tons, up 27 percent from 1996/97. Washington, California, and Oregon account for more than 95 percent of total U.S. pear production.

### Record U.S. pear exports forecast in 1997/98

U.S. pear exports in 1997/98 are forecast at a record 145,000 tons, 21 percent above last season's shipments and slightly more than the record 143,313 tons shipped in 1995/96. Ample supplies of good quality fruit at more competitive prices is boosting U.S. pear export prospects in 1997/98. Strong demand is expected to continue in 1997/98 from major U.S. customers, such as Canada, Mexico, and Brazil. Increased sales are also forecast to some EU countries, such as Sweden, the Netherlands, Germany, and the United Kingdom. From July to September 1997 (MY 1997/98), pear exports to the EU totaled 385 tons, more than 200 percent above shipments the same period in 1996.

U.S. pear exports in 1996/97 totaled 119,497 tons, 17 percent below 1995/96's shipments. Decreased production in the states of Washington and Oregon, major U.S. pear exporters, combined with improved domestic prices for processing pears, hampered overall U.S. pear exports in 1996/97. However, the value of U.S. pear exports in 1996/97 decreased at a lower rate (10 percent). Sales to Canada, the largest U.S. market, were valued at \$31.7 million

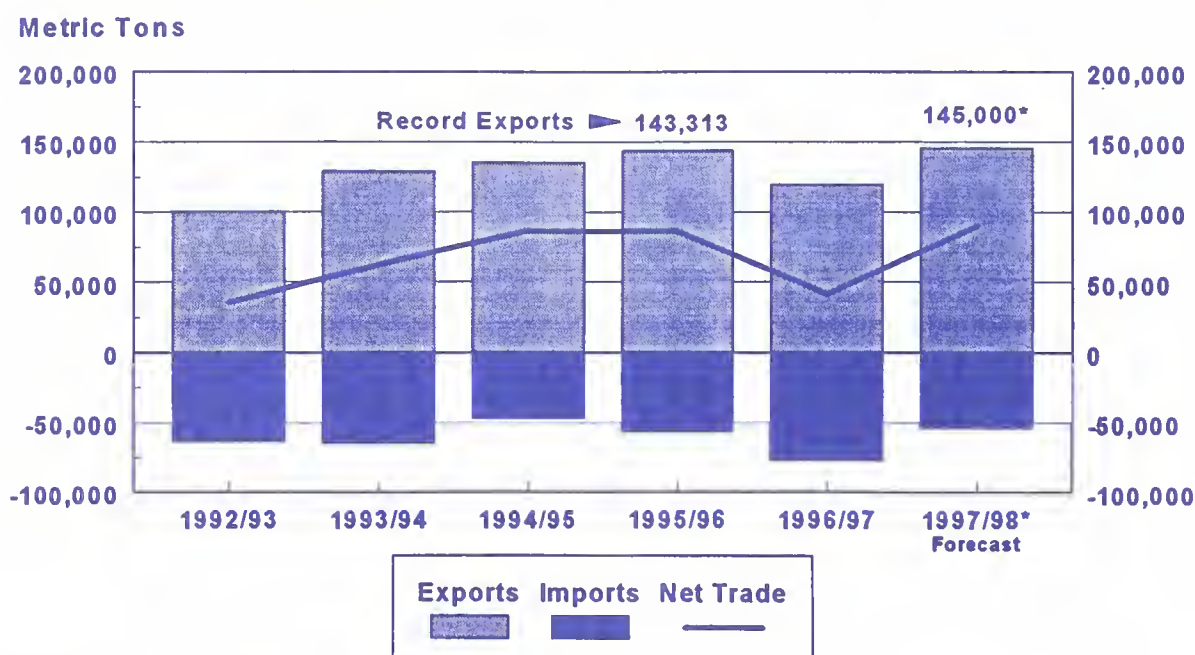
in 1996/97, practically unchanged from the 1995/96 value. Exports to Mexico, the second largest market, expanded from \$14.4 million in 1995/96 to \$15.2 million in 1996/97. The Mexican economy has been recovering from the financial crisis it suffered in 1995 and early 1996 and the consumer purchasing power has been stronger. However, pear sales to Brazil and Taiwan, the third and fourth largest U.S. markets, decreased in 1996/97. Exports to Brazil in 1996/97 were valued at \$8.0 million compared to \$9.5 million in 1995/96. U.S. pear shipments to Taiwan in 1996/97 totaled 5,066 tons valued at \$3.3 million, down more than 50 percent, respectively.

### SOUTHERN HEMISPHERE

It is too early to make a reliable forecast for the Southern Hemisphere countries for the 1997/98 season (harvest in 1998). Forecasts will be available in the March 1998 issue of World Horticultural Trade & U.S. Export Opportunities.

*(For further information on production and trade, contact Samuel Rosa at 202-720-6086. For information on marketing, contact James Carlson at 202-720-7931)*

## U.S. Pear Exports in 1997/98 Forecast at Record Volume



Source: U.S. Department of Commerce, Bureau of the Census  
Marketing year is July-June



**TABLE 1**  
**PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES**  
**(METRIC TONS)**

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
<b>NORTHERN HEMISPHERE COUNTRIES</b>								
<b>EUROPEAN UNION (EU)</b>								
<b>Austria</b>								
1994/95	37,600	7,300	22,400	60,000	0	60,000	0	0
1995/96	46,500	6,100	15,000	61,500	500	61,000	0	0
1996/97	41,400	5,700	19,100	60,500	2,000	58,500	0	0
1997/98 F	42,100	5,500	18,000	60,100	0	60,100	0	0
<b>Belgium-Luxembourg</b>								
1994/95	155,090	154,540	14,452	169,542	99,826	58,586	8,000	3,130
1995/96	157,285	156,955	48,741	206,026	98,957	92,600	12,000	2,469
1996/97	138,500	138,200	55,000	193,500	87,000	88,887	16,000	1,613
1997/98 F	115,520	115,320	70,000	185,520	85,000	85,000	15,000	520
<b>Denmark</b>								
1994/95	7,800	5,800	8,500	16,300	200	16,050	0	50
1995/96	7,400	5,600	9,134	16,534	112	16,372	0	50
1996/97	6,300	4,700	13,328	19,628	243	19,385	0	0
1997/98 F	7,300	5,500	13,000	20,300	200	20,100	0	0
<b>France</b>								
1994/95	343,600	336,800	84,200	427,800	80,200	279,500	45,000	23,100
1995/96	320,900	314,900	65,000	385,900	77,500	240,400	45,000	23,000
1996/97	354,300	347,600	80,000	434,300	90,000	254,300	45,000	45,000
1997/98 F	252,600	247,600	100,000	352,600	75,000	227,600	45,000	5,000
<b>Germany</b>								
1994/95	418,700	38,700	166,994	585,694	6,026	292,821	286,675	172
1995/96	419,600	39,600	185,224	604,824	11,000	264,500	329,124	200
1996/97	437,000	37,000	190,000	627,000	7,000	280,000	340,000	0
1997/98 F	344,800	24,800	190,000	534,800	5,000	249,800	280,000	0
<b>Greece</b>								
1994/95	72,995	70,805	9,004	81,999	657	68,872	10,550	1,920
1995/96	55,500	53,830	11,789	67,289	804	58,285	7,700	500
1996/97	64,000	62,000	10,000	74,000	1,800	62,700	8,000	1,500
1997/98 F	55,000	53,200	12,000	67,000	1,000	58,000	7,500	500
<b>Italy</b>								
1994/95	1,022,000	962,000	153,000	1,175,000	177,000	881,000	110,000	7,000
1995/96	958,000	900,000	93,800	1,051,800	149,200	792,600	110,000	0
1996/97	1,074,000	1,014,000	43,200	1,117,200	168,300	813,386	110,000	25,514
1997/98 F	700,000	640,000	150,000	850,000	100,000	660,000	90,000	0
<b>Netherlands</b>								
1994/95	140,000	125,000	84,344	224,344	141,728	79,200	1,092	2,324
1995/96	165,000	148,000	104,822	269,822	180,623	83,933	4,266	1,000
1996/97	135,000	121,500	110,000	245,000	170,000	69,800	4,900	300
1997/98 F	130,000	117,000	120,000	250,000	160,000	84,500	5,000	500
<b>Spain</b>								
1994/95	543,000	518,000	21,000	564,000	77,500	439,000	22,500	25,000
1995/96	469,000	454,000	41,000	510,000	65,500	415,700	20,800	8,000
1996/97	637,500	622,500	16,000	653,500	85,500	450,000	38,000	80,000
1997/98 F	561,500	541,500	16,000	577,500	76,000	425,000	35,000	41,500
<b>Sweden</b>								
1994/95	5,800	1,000	30,000	35,800	260	35,540	0	0
1995/96	8,000	2,000	28,291	36,291	176	36,115	0	0
1996/97	6,200	1,200	33,660	39,860	90	39,770	0	0
1997/98 F	4,000	1,000	35,000	39,000	100	38,900	0	0

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**TABLE 1**  
**PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES**  
**(METRIC TONS)**

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
<b>United Kingdom</b>								
1994/95	25,846	25,846	106,500	132,346	1,550	130,229	516	51
1995/96	34,846	34,846	112,379	147,225	3,738	142,537	697	253
1996/97	40,207	40,207	117,953	158,160	4,825	152,206	804	325
1997/98 F	20,500	20,500	137,000	157,500	2,255	154,695	400	150
<b>SUBTOTAL EU</b>								
1994/95	2,772,431	2,245,791	700,394	3,472,825	584,947	2,340,798	484,333	62,747
1995/96	2,642,031	2,115,831	715,180	3,357,211	588,110	2,204,042	529,587	35,472
1996/97	2,934,407	2,394,607	688,241	3,622,648	616,758	2,288,934	562,704	154,252
1997/98 F	2,233,320	1,771,920	861,000	3,094,320	504,555	2,063,695	477,900	48,170
<b>OTHER NORTHERN HEMISPHERE COUNTRIES</b>								
<b>Bulgaria</b>								
1994/95	33,009	9,000	206	33,215	58	13,000	17,657	2,500
1995/96	21,500	5,000	150	21,650	30	7,602	11,868	2,150
1996/97	21,000	4,800	100	21,100	25	7,800	11,175	2,100
1997/98 F	20,900	4,800	100	21,000	25	7,800	11,175	2,000
<b>Canada</b>								
1994/95	15,793	15,793	59,556	75,349	86	69,420	5,843	0
1995/96	11,325	11,325	58,639	69,964	809	64,155	5,000	0
1996/97	14,564	14,564	56,797	71,361	658	65,603	5,100	0
1997/98 F	13,500	13,500	59,000	72,500	550	66,650	5,300	0
<b>Japan</b>								
1994/95	431,100	398,200	0	431,100	3,800	426,760	540	0
1995/96	400,300	368,200	17	400,317	6,121	393,696	500	0
1996/97	396,800	365,900	14	396,814	4,652	391,662	500	0
1997/98 F	426,800	393,200	0	426,800	5,000	421,300	500	0
<b>Mexico</b>								
1994/95	30,000	26,000	46,800	76,800	0	74,800	2,000	0
1995/96	28,000	26,000	28,500	56,500	0	55,500	1,000	0
1996/97	34,000	32,000	32,000	66,000	0	64,000	2,000	0
1997/98 F	35,000	33,000	36,000	71,000	0	69,000	2,000	0
<b>Norway</b>								
1994/95	3,185	1,675	13,856	17,041	0	15,606	0	1,435
1995/96	3,263	1,715	15,096	18,359	0	16,825	105	1,429
1996/97	2,551	1,173	16,067	18,618	0	17,900	80	638
1997/98 F	3,281	1,717	15,000	18,281	0	17,133	90	1,058
<b>Russian Federation</b>								
1994/95	36,000	22,000	47,100	83,100	30	75,000	8,000	70
1995/96	189,000	133,000	133,750	322,750	20	275,000	45,000	2,730
1996/97	246,400	170,400	96,670	343,070	30	275,000	61,060	6,980
1997/98 F	210,000	150,000	130,000	340,000	50	275,000	58,000	6,950
<b>Yugoslavia (&gt;05/92)</b>								
1994/95	73,000	56,000	0	73,000	0	53,000	20,000	0
1995/96	67,000	51,000	0	67,000	0	40,000	27,000	0
1996/97	91,000	66,000	0	91,000	0	52,000	39,000	0
1997/98 F	73,000	56,000	0	73,000	0	39,000	34,000	0
<b>Turkey</b>								
1994/95	410,000	410,000	56	410,056	8,336	381,220	20,500	0
1995/96	410,000	410,000	30	410,030	12,902	376,628	20,500	0
1996/97	415,000	415,000	0	415,000	13,000	381,250	20,750	0
1997/98 F	415,000	415,000	0	415,000	13,000	381,250	20,750	0
<b>United States 2/</b>								
1994/95	949,052	949,052	48,038	997,090	134,774	413,758	448,558	0
1995/96	860,240	860,240	57,341	917,581	143,313	408,636	365,632	0
1996/97	744,573	744,573	77,993	822,566	119,497	375,847	327,222	0
1997/98 F	925,105	925,105	55,000	980,105	145,000	415,105	420,000	0

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**TABLE 1**  
**PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES**  
**(METRIC TONS)**

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
<b>SUBTOTAL OTHER NORTHERN HEMISPHERE COUNTRIES</b>								
1994/95	1,981,139	1,887,720	215,612	2,196,751	147,084	1,522,564	523,098	4,005
1995/96	1,990,628	1,866,480	293,523	2,284,151	163,195	1,638,042	476,605	6,309
1996/97	1,965,888	1,814,410	279,641	2,245,529	137,862	1,631,062	466,887	9,718
1997/98 F	2,122,586	1,992,322	295,100	2,417,686	163,625	1,692,238	551,815	10,008
<b>TOTAL NORTHERN HEMISPHERE COUNTRIES</b>								
1994/95	4,753,570	4,133,511	916,006	5,669,576	732,031	3,863,362	1,007,431	66,752
1995/96	4,632,659	3,982,311	1,008,703	5,641,362	751,305	3,842,084	1,006,192	41,781
1996/97	4,900,295	4,209,017	967,882	5,868,177	754,620	3,919,996	1,029,591	163,970
1997/98 F	4,355,906	3,764,242	1,156,100	5,512,006	668,180	3,755,933	1,029,715	58,178
<b>SOUTHERN HEMISPHERE COUNTRIES</b>								
<b>Argentina</b>								
1994/95	491,000	491,000	2,557	493,557	222,402	119,500	151,655	0
1995/96	500,688	500,688	1,475	502,163	237,781	117,258	147,124	0
1996/97	573,900	573,900	2,000	575,900	250,000	170,900	155,000	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA
<b>Australia</b>								
1994/95	155,215	155,215	70	155,285	22,228	69,214	63,843	0
1995/96	159,242	159,242	62	159,304	22,695	69,952	66,657	0
1996/97	155,800	155,800	70	155,870	22,000	69,900	63,970	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA
<b>Chile</b>								
1994/95	236,000	234,000	0	236,000	146,800	56,000	33,200	0
1995/96	252,000	250,000	0	252,000	162,000	56,000	34,000	0
1996/97	257,000	255,000	0	257,000	164,000	56,500	36,500	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA
<b>New Zealand</b>								
1994/95	20,700	16,200	94	20,794	4,320	12,500	3,974	0
1995/96	18,820	14,220	131	18,951	3,361	12,500	3,090	0
1996/97	20,200	15,700	150	20,350	4,644	12,500	3,206	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA
<b>South Africa, Republic of</b>								
1994/95	256,390	256,390	0	256,390	103,724	43,758	108,908	0
1995/96	242,500	242,500	0	242,500	85,000	46,250	111,250	0
1996/97	275,351	275,351	0	275,351	109,992	50,383	114,976	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA
<b>TOTAL SOUTHERN HEMISPHERE COUNTRIES</b>								
1994/95	1,159,305	1,152,805	2,721	1,162,026	499,474	300,972	361,580	0
1995/96	1,173,250	1,166,650	1,668	1,174,918	510,837	301,960	362,121	0
1996/97	1,282,251	1,275,751	2,220	1,284,471	550,636	360,183	373,652	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA
<b>WORLD GRAND TOTAL</b>								
1994/95	5,912,875	5,286,316	918,727	6,831,602	1,231,505	4,164,334	1,369,011	66,752
1995/96	5,805,909	5,148,961	1,010,371	6,816,280	1,262,142	4,144,044	1,368,313	41,781
1996/97	6,182,546	5,484,768	970,102	7,152,648	1,305,256	4,280,179	1,403,243	163,970
1997/98	NA	NA	NA	NA	NA	NA	NA	NA

1/ Data for Northern Hemisphere countries are for a July/June marketing year, except for Mexico and France which are August/July. In the Southern Hemisphere the marketing year begins on January 1 of the second year indicated, except for Chile where the year starts on February of the second year indicated, and New Zealand where the year starts in October of the first year indicated.

2/ U.S. import/export estimates based on U.S. Census of the Bureau data, through September 1997, and trade contacts, comparing trends this season with the same period in 1996 (July-September).

F= Forecast

**TABLE 2**  
**U.S. PEAR EXPORTS**  
**MARKETING YEARS 1994/95-1996/97**  
**(JULY-JUNE)**  
**METRIC TONS**

COUNTRIES OF DESTINATION		1996/97 RANK	1994/95	1995/96	1996 /97	% CHANGE 1995/96-1996/97
Canada	.....	1	43,892	44,348	38,954	-12.16
Mexico	.....	2	46,838	28,430	31,547	10.96
Brazil	.....	3	8,882	21,747	17,969	-17.37
Taiwan	.....	4	8,547	11,438	5,066	-55.71
Sweden	.....	5	4,599	4,836	4,306	-10.97
Russian Federation	.....	6	566	2,337	3,109	33.04
Saudi Arabia	.....	7	2,654	1,710	2,487	45.44
Colombia	.....	8	1,901	2,711	2,174	-19.80
Hong Kong	.....	9	3,165	3,186	1,573	-50.63
United Arab Emirates	.....	10	966	1,837	1,468	-20.09
Venezuela	.....	11	2,354	1,850	1,294	-30.04
Indonesia	.....	12	207	1,173	1,175	0.16
Netherlands	.....	13	2,070	4,390	1,073	-75.55
Israel	.....	14	347	4,978	1,032	-79.26
Germany	.....	15	424	445	785	76.47
Panama	.....	16	603	1,449	775	-46.52
Costa Rica	.....	17	653	474	728	53.81
Iceland	.....	18	22	133	539	305.93
Ireland	.....	19	391	220	503	129.14
Singapore	.....	20	847	1,096	500	-54.42
Guatemala	.....	21	460	150	390	160.40
United Kingdom	.....	22	919	682	328	-51.91
Malaysia	.....	23	304	491	290	-41.00
Dominican Republic	.....	24	174	130	262	100.92
Finland	.....	25	568	610	203	-66.79
Honduras	.....	26	191	174	201	15.45
Kuwait	.....	27	233	234	167	-28.72
Norway	.....	28	56	0	137	N/A
Ecuador	.....	29	351	438	89	-79.61
French Pacific Islan	.....	30	85	99	65	-34.13
Bahrain	.....	31	422	40	60	50.21
Peru	.....	32	465	765	46	-94.05
Philippines	.....	33	0	33	46	36.69
Pakistan	.....	34	0	0	46	N/A
Trinidad and Tobago	.....	35	111	61	45	-26.28
Japan	.....	36	326	57	30	-47.65
Vietnam	.....	37	0	39	16	-58.48
Italy	.....	38	79	0	15	N/A
El Salvador	.....	39	0	13	7	-43.99
Bermuda	.....	40	0	3	0	-100.00
Belgium-Luxembourg	.....	41	0	359	0	-100.00
Denmark	.....	42	19	0	0	N/A
France	.....	43	29	0	0	N/A
Spain	.....	44	0	40	0	-100.00

Continued--

**Table 2**  
**U.S. PEAR EXPORTS**  
**MARKETING YEARS 1994/95-1996/97**  
**(JULY-JUNE)**  
**METRIC TONS**

COUNTRIES OF DESTINATION	1996/97 RANK	1994/95	1995/96	1996 /97	% CHANGE 1995/96-1996/97
Australia .....	45	5	0	0	N/A
China, Peoples Repub.....	46	20	37	0	- 100.00
Korea, Republic of .....	47	16	0	0	N/A
Thailand .....	48	0	18	0	- 100.00
Malta & Gozo .....	49	0	13	0	- 100.00
Guyana .....	50	0	20	0	- 100.00
TOTAL North America .....		90,730	72,778	70,501	- 3.13
TOTAL South America .....		13,953	27,532	21,572	- 21.65
TOTAL Other Asia .....		13,431	17,568	8,694	- 50.51
TOTAL European Union .....		9,096	11,582	7,213	- 37.72
TOTAL Middle East .....		4,622	8,798	5,213	- 40.75
TOTAL Former Soviet Union .....		566	2,337	3,109	33.04
TOTAL Central America .....		1,906	2,259	2,101	- 6.99
TOTAL Other West Europe .....		78	146	676	363.43
TOTAL Caribbean .....		301	214	307	43.36
TOTAL Oceania .....		91	99	65	34.13
TOTAL South Asia .....		0	0	46	N/A
Grand Total		134,774	143,313	119,497	16.62

## World Raisin Situation in Selected Countries

The 1997/98 raisin/sultana pack in the major commercial producing countries of the Northern Hemisphere is forecast at 599,000 tons (packed-weight basis), up 8 percent from 1996/97. Significant pack increases in all Northern Hemisphere countries are responsible for the upturn in output. Northern Hemisphere exports are forecast to rise by more than 7 percent in 1997/98. Increases in exports are expected from all selected countries. Although the volume of U.S. raisin exports was down in 1996/97, the value of exports reached a record \$205 million. Major U.S. markets include Japan, the United Kingdom, Canada, and Germany. The volume of U.S. raisin exports in 1997/98 is expected to increase, based on larger exportable supplies and likely lower prices.

### Northern Hemisphere Countries

#### Turkey

##### *Production expected to increase in 1997/98*

The 1997/98 sultana pack in Turkey is forecast at 210,000 tons, up 5 percent from 1996/97, due to favorable weather. The quality of the crop is considered excellent and greatly improved compared to the previous season.

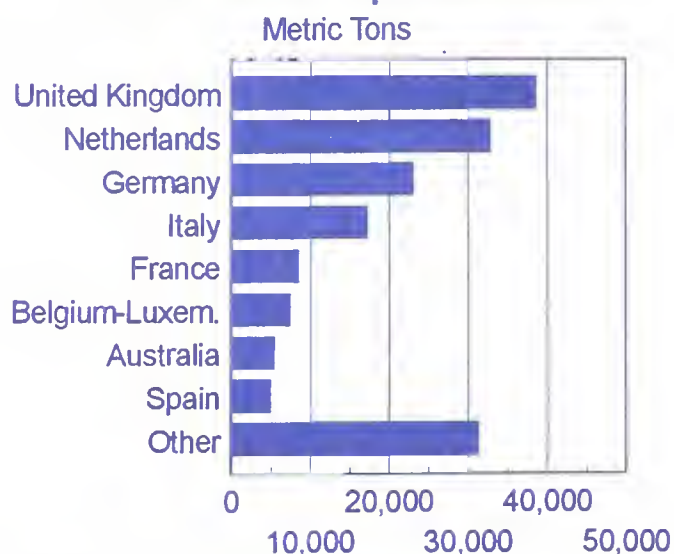
On August 6, 1997, TARIS, the quasi-governmental Aegean growers cooperative for olives, cotton, figs, and sultanas, announced the 1997/98 procurement price of TL 160,000 per kilogram (about US\$0.90 per kilogram) for type #9 raisins (USD 1.00 = TL 178,000). This price represents a slight decrease over the 1996/97 price in real (inflation-adjusted) terms.

*Turkish export opportunities should increase because of the elimination of EU minimum import price (MIP) in 1998*

In 1997/98 Turkish sultana exports are expected to rise by 3 percent to 175,000 tons. The EU is the most important market for Turkish sultanas (especially the United Kingdom, the Netherlands, Germany and Italy). Future Turkish sultana exports should benefit from the elimination of the EU minimum import price (MIP) system in 1998. Increases in consumer-packaged shipments are likely, which currently has a duty charged at a

higher rate than bulk shipments. Outside of the European Union, Australia and Canada are important export markets for Turkish sultanas. The Turkish industry is concentrating on improving quality to expand to more quality-conscious markets over the next several years. Turkish domestic consumption in 1997/98 is forecast to decrease 23 percent to 40,000 tons. Reduced procurement of sultanas obtained by TEKEL, the state liquor monopoly, for distillation is the reason for the likely lower consumption.

#### Turkish Raisin Exports 1996/97





In 1997/98 TEKEL is expected to buy approximately 20,000 tons of sultanas directly from farmers, 38 percent below the previous year, at a cost of TL 155,000 per kilogram (#9 raisins). Since the crop is a much higher quality, more raisins are expected to be exported at higher prices. TARIS reportedly owns an additional 10,000 tons of lower quality sultanas that may later be utilized by TEKEL. In addition, it is estimated that approximately 15,000 tons of lower-priced sultanas have entered Turkey from Iran through unofficial border trade.

There is no direct export subsidy for sultanas. To protect the domestic industry, the government has a 55-percent import duty on the CIF value of sultana imports.

## Greece

### *Greek production begins to return to normal after recovery from Phylloxera problem*

The 1997/98 sultana pack is forecast at 40,000 tons, 21 percent above last year's revised output. The Phylloxera Recovery Program is continuing to replace vineyards with Phylloxera-resistant vines. By the year 2000, the government expects that 75 to 90 percent of the vines on Crete (the main production area) will be replaced with new plants. Production is expected to recover to 55,000 to 60,000 tons over the next few years.

In 1998 minimum import prices will no longer be used by the EU. In the future, local cooperatives will set the minimum prices in a more market oriented way. To help maintain the more efficient orchards, the EU is now providing direct income support to farmers based on their average production levels at a level of 1,030,000 Drs/ha for farms with yields greater than 2,800 Kg/ha. Low yield orchards in remote areas are reportedly being abandoned while most other acreage left is being replanted with healthy rootstock and irrigated. This season the local cooperatives set the prices at 170 Drs/kg for Grade No. 4, which was the 1996 minimum EU grower price.

### *Greek exports to increase as the industry tries to recapture previous export markets*

About 90 percent of Greek sultana production is exported. Greek exports of sultanas in 1997/98 are expected to increase 30 percent to 37,000 tons. Major markets for Greek sultanas include the United Kingdom, Germany, and France. When the supply of Greek sultanas increases, the industry hopes to expand sales to former and new markets. The Greek Government may promote sultanas through the Export Promotion Organization (OPE). However, competition from Turkey and Iran is expected to be strong.

## Mexico

Raisin production in 1997/98 is forecast to increase 46 percent to 19,000 tons. Yields increased due to favorable weather and more intensive cultivation practices. Production mainly occurs in Sonora, and to a lesser extent in Baja California. Thompson grapes make up 90 percent of production.

In 1997/98, exports are expected to climb by more than 33 percent to 9,000 tons, based on increased exportable supplies. The vast majority of best quality raisins are exported to the United States with a smaller amount shipped to Canada. Mexican processors then import lower quality raisins (mostly from Chile) to meet domestic demand.

Mexico is expected to reduce its imports of raisins in 1997/98 due to the larger harvest. The United States and Chile compete to export raisins to Mexico, with Chilean exports lower priced. Mexico, which has limited storage space, usually begins importing Chilean raisins in February, when supplies are depleted. In the future, Mexico is likely to import more Chilean raisins under the Mexico-Chile Free Trade Agreement, since Chilean raisin prices will be lower priced.

Domestic consumption in Mexico in 1997/98 is expected to approximate last year's level. Stagnant consumer purchasing power has contributed to flat consumption. Bakeries and food processors continue to be the largest users of Mexican raisins. Christmas and Easter are the

most important utilization seasons for raisins. Imported raisins (except from the United States and Chile, which both have a zero tariff rate) are assessed an import tariff of 20 percent (0806.20.01).

## **United States**

Raisin output in 1997/98 is projected to rebound 25 percent to 330,000 tons, packed weight basis. Favorable weather and an upswing in the bearing cycle are expected to contribute to the increase. The first official estimate of the 1997/98 raisin pack in the United States will be released by the USDA's National Agricultural Statistics Service in January 1998.

The increased demand for grapes for processing into juice and wine, has limited the available supply for drying in the last few years. However, the expected larger grape production this year should also help boost raisin production.

In an attempt to boost export sales in the coming season, growers recently reduced farmgate prices of raisins. The growers hope to encourage lower prices that will help to expand export sales, especially to Europe and Asia.

### ***Value of raisin exports sets another record in 1996/97***

U.S. raisin exports in 1996/97 totaled 117,816 tons, less than 1 percent below the 1995/96 volume. However, on a value basis, exports rose 3 percent to a record \$205 million. The United Kingdom, Japan, Canada, and Germany were the largest four markets, respectively.

### ***Japan becomes the largest U.S. raisin export market***

U.S. raisin exports in 1996/97 to Japan reached 27,069 tons, 8 percent above the 1996/97 volume. The value of shipments to Japan jumped 16 percent to \$45.6 million. U.S. raisins have managed to maintain a very high market share in Japan over the last 4 years. The U.S. industry uses a three prong approach to promotion in the Japanese market, aiming its program at institutions (hotels, schools), manufacturers, and consumers. This strategy has enabled U.S. raisin exports to remain strong despite a slow

economy, currency fluctuations, and increased competition.

The United Kingdom is the California industry's second largest export market with 1996/97 exports totaling 24,867 tons, valued at \$43.9 million, 2 percent below the previous year's value. Nevertheless, the U.S. industry has been able to maintain its top position in the United Kingdom by focusing on new and varied uses for raisins and by focusing on new users. Canada has also remained a strong market for U.S. raisin exports.

The U.S. industry is hopeful to increase exports in 1997/98, given larger supply forecasts. They plan to continue expansion of exports to Pacific Rim countries and to new markets in central Europe. The U.S. industry's goal is to increase knowledge of U.S. raisins through consumer activities and educational materials.

U.S. consumption of raisins decreased 18 percent in 1996/97 to 172,639 tons. Lower supplies and higher prices contributed to the decrease. An expected larger harvest in 1997/98 should increase consumption.

## **Southern Hemisphere Countries**

The 1997/98 forecast for the total Southern Hemisphere sultana pack (harvested in early 1997) will be released in July 1998. South Africa is the only Southern Hemisphere country for which a 1997/98 forecast is available. The Southern Hemisphere 1996/97 pack estimate has been revised downward, from 122,200 tons to 85,000 tons based on smaller than expected harvests in Australia and South Africa. Selected country Southern Hemisphere exports in 1996/97 have been reduced from 88,700 to 67,000 tons based on the lower supplies.

### **Australia**

The 1996/97 sultana production estimate has been reduced to 23,000 tons from the preliminary forecast of 35,000 tons. This smaller production is due to lower yields reflecting frosts in the crucial budding period in September 1996. Fruit quality was also lower due to rains followed

by warm weather, which created disease problems. The 1997/98 sultana pack is forecast to increase by 95 percent, or to 45,000 tons, assuming more favorable weather conditions.

This season, some sultana vines were replaced with premium wine varieties because of ongoing export demand for Australian wines. This trend is expected to continue and grow over the next several years and may lead to a reduction in winery demand for multi-purpose grapes. Those grapes would likely be available for dried fruit production.

#### ***Australian raisin exports decline in 1996/97***

As a result of lower supplies, exports in 1996/97 declined. Primary Australian export markets include: Germany, New Zealand, Canada and the United Kingdom.

### **South Africa**

The 1997/98 raisin/sultana pack is forecast at 33,586 tons, up 12 percent from the previous year. Favorable weather, and ample water supplies during the growing season, contributed to the increase.

South Africa's raisin/sultana exports in 1997/98 are forecast at 22,894 tons, 8 percent below the previous year's shipments due to reduced supplies. Supplies are down in 1997/98 due to smaller carry in stocks. Usually 70 percent of production is exported. South Africa's primary export markets are the United Kingdom, Germany, France, Japan and the Netherlands.

Policy changes may affect South African agriculture in the next year. In Europe, the Minimum Import Price (MIP) system is being eliminated which will benefit South Africa because of the current value of the rand against the European currencies. The value of the rand against the stronger U.S. dollar benefits South African export sales.

In addition, the New Agricultural Marketing Act, Act 46 of 1996 has entirely liberalized the South African Agricultural Marketing System to make it a free (vs. controlled) market system. Therefore

dried fruit producers are able to market their products without the dried fruit board if they wish. This act is expected to facilitate the entrance of new traders in the South African export/import market.

*(For further information on production, supply, distribution, and trade, contact Stephanie Riddick at 202-720-9792. For information on U.S. export marketing opportunities contact Kelly Kirby Strzelecki at 202-720-1341.)*



# RAISINS: PRODUCTION, SUPPLY, AND DISTRIBUTION

(Metric Tons)  
Marketing Years 1994/95 - 1997/98

Country/ Marketing Year	1/ Beginning Stocks	Production	Imports	Exports	Domestic 2/ Consumption	Ending Stocks
<b>NORTHERN HEMISPHERE</b>						
Greece						
1994/95	3,130	28,000	2,000	26,500	4,500	2,130
1995/96	2,130	30,000	800	28,000	3,000	1,930
1996/97	1,930	33,000	500	28,500	3,000	3,930
1997/98 F	3,930	40,000	300	37,000	3,700	3,530
Turkey						
1994/95	33,470	176,000	36	168,642	20,000	20,864
1995/96	20,864	200,000	3,647	181,639	20,000	22,872
1996/97	22,872	200,000	15,000	170,000	52,000	15,872
1997/98 F	15,872	210,000	5,000	175,000	40,000	15,872
Mexico						
1994/95	0	23,000	1,500	9,000	13,500	2,000
1995/96	2,000	20,000	2,500	13,000	11,500	0
1996/97	0	13,000	8,000	9,000	12,000	0
1997/98 F	0	19,000	5,000	12,000	12,000	0
United States 3/						
1994/95	143,619	358,482	10,148	120,871	209,534	181,844
1995/96	181,844	259,894	12,107	118,624	211,302	105,336
1996/97	105,336	263,510	11,714	117,816	172,639	90,166
1997/98 F	90,166	330,000	10,000	125,000	205,000	100,000
Total Northern Hemisphere						
1994/95	180,219	585,482	13,684	325,013	247,534	206,838
1995/96	206,838	509,894	19,054	341,263	245,802	130,138
1996/97	130,138	509,510	35,214	325,316	239,639	109,968
1997/98 F	109,968	599,000	20,300	349,000	260,700	119,402
<b>SOUTHERN HEMISPHERE</b>						
Australia						
1994/95	5,769	32,600	8,210	12,640	31,500	2,439
1995/96	2,439	58,200	9,618	23,402	31,600	15,255
1996/97	15,255	23,000	11,000	15,400	31,700	2,155
1997/98	N/A	N/A	N/A	N/A	N/A	N/A
Chile						
1994/95	179	35,150	0	28,877	3,250	3,202
1995/96	3,202	31,500	0	29,682	3,200	1,820
1996/97	1,820	20,000	0	18,000	2,800	1,020
1997/98	N/A	N/A	N/A	N/A	N/A	N/A
South Africa						
1994/95	7,732	38,540	0	19,795	11,113	15,364
1995/96	15,364	28,605	0	22,000	10,500	11,469
1996/97	11,469	30,000	0	25,000	10,500	5,969
1997/98	5,969	33,586	0	22,894	9,735	6,926
Total Southern Hemisphere						
1994/95	13,680	106,290	8,210	61,312	45,863	21,005
1995/96	21,005	118,305	9,618	75,084	45,300	28,544
1996/97	28,544	73,000	11,000	58,400	45,000	9,144
1997/98	N/A	N/A	N/A	N/A	N/A	N/A
Grand Total						
1994/95	193,899	691,772	21,894	386,325	293,397	227,843
1995/96	227,843	628,199	28,672	416,347	291,102	158,682
1996/97	158,682	582,510	46,214	383,716	284,639	119,112
1997/98	N/A	N/A	N/A	N/A	N/A	N/A

1/ F = Forecast. Northern Hemisphere marketing years begin in August, except September in Turkey. Marketing years for Southern Hemisphere raisins, (which are harvested early in the second of the split years shown) begin Jan. 1, except December 1 in South Africa and March 1 in Australia. 2/ Domestic consumption figures include raisins used for feed and distillation purposes. 3/ includes currants. U.S. production data have been converted to a packed weight basis in order to align them with the other supply and distribution statistics.  
Sources: U.S. Agricultural Attaches. USDA/NASS estimates. U.S. Department of Commerce. Industry data.



**U.S. EXPORTS OF RAISINS**  
**MARKETING YEARS (August/July) 1992/93-1996/97**  
**METRIC TONS**

<b>Destination</b>	<b>1992/93</b>	<b>1993/94</b>	<b>1994/95</b>	<b>1995/96</b>	<b>1996/97</b>
<b>North America</b>					
Canada	10,832	11,595	10,946	10,447	11,463
Mexico	190	2,972	498	587	1,572
<b>Subtotal</b>	<b>11,022</b>	<b>14,567</b>	<b>11,444</b>	<b>11,034</b>	<b>13,035</b>
<b>European Union</b>					
Sweden	6,409	4,902	5,188	4,317	4,570
Finland	3,579	2,547	3,345	2,078	2,142
Denmark	7,205	5,817	5,242	5,631	5,286
United Kingdom	25,585	26,123	27,824	27,630	24,867
Netherlands	4,629	3,490	3,562	3,273	3,271
France	173	271	210	438	402
Germany	13,256	12,132	8,184	9,210	5,943
Spain	954	455	715	420	584
Belgium-Lux.	3,961	2,923	2,862	2,778	2,162
Other	806	320	339	357	437
<b>Subtotal</b>	<b>66,557</b>	<b>58,980</b>	<b>57,471</b>	<b>56,132</b>	<b>49,664</b>
<b>Asia</b>					
Singapore	1,976	2,633	3,272	3,570	3,704
Malaysia	2,531	2,649	1,986	1,454	1,689
Korea, Republic of	3,318	3,193	3,702	2,142	2,192
Hong Kong	3,061	3,883	4,163	4,993	3,780
Taiwan	3,056	3,134	3,552	3,889	4,034
Japan	23,290	25,338	24,527	25,038	27,069
<b>Subtotal</b>	<b>37,232</b>	<b>40,830</b>	<b>41,202</b>	<b>41,086</b>	<b>42,468</b>
<b>Other Countries</b>					
New Zealand	1,791	1,358	1,462	1,395	1,522
Norway	3,579	2,550	2,318	2,337	2,572
<b>All Others</b>	<b>5,617</b>	<b>6,820</b>	<b>6,974</b>	<b>6,640</b>	<b>8,555</b>
<b>Grand Total</b>	<b>125,798</b>	<b>125,105</b>	<b>120,871</b>	<b>118,624</b>	<b>117,816</b>

Source: U.S. Bureau of the Census

**U.S. IMPORTS OF RAISINS**  
**MARKETING YEARS (August/July) 1992/93-1996/97**  
**METRIC TONS**

<b>Destination</b>	<b>1992/93</b>	<b>1993/94</b>	<b>1994/95</b>	<b>1995/96</b>	<b>1996/97</b>
<b>North America</b>					
Canada	3	49	151	9	3
Mexico	3,662	3,413	5,543	8,370	5,725
<b>Subtotal</b>	<b>3,665</b>	<b>3,462</b>	<b>5,694</b>	<b>8,379</b>	<b>5,728</b>
<b>European Union</b>					
Sweden	0	1	0	0	0
Greece	1	20	0	0	0
<b>Subtotal</b>	<b>1</b>	<b>21</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Other Europe/ Middle East</b>					
Switzerland	0	0	0	0	17
Turkey	1,526	2,151	1,863	1,727	332
<b>Subtotal</b>	<b>1,526</b>	<b>2,151</b>	<b>1,863</b>	<b>1,727</b>	<b>349</b>
<b>Asia</b>					
Afghanistan	0	137	1	112	530
Pakistan	0	20	41	32	115
China	0	0	20	0	2
India	0	0	0	2	0
<b>Subtotal</b>	<b>0</b>	<b>157</b>	<b>62</b>	<b>146</b>	<b>647</b>
<b>South America</b>					
Argentina	58	19	97	132	301
Chile	1,441	1,015	2,316	1,724	3,351
<b>Subtotal</b>	<b>1,499</b>	<b>1,034</b>	<b>2,413</b>	<b>1,856</b>	<b>3,652</b>
<b>Africa</b>					
South Africa	0	23	114	0	1,021
<b>Oceania</b>					
Australia	5	5	0	0	21
New Zealand	20	101	0	0	0
<b>Subtotal</b>	<b>25</b>	<b>106</b>	<b>0</b>	<b>0</b>	<b>21</b>
<b>All Others</b>					<b>296</b>
<b>Grand Total</b>	<b>6,716</b>	<b>6,954</b>	<b>10,146</b>	<b>12,108</b>	<b>11,714</b>

Source: U.S. Bureau of the Census

## Processed Sweet Corn Situation in Selected Countries

The smaller U.S. sweet corn pack in 1997, estimated at 2.78 million metric tons, down 7 percent from 1996, is expected to lower production and stocks for canned sweet corn. However, U.S. exports of canned sweet corn in 1997 are forecast at 210,000 tons, up 18 percent from 1996 based on strong shipments to date. U.S. canned sweet corn exports from January-August, 1997 were 22 percent ahead of the previous year's volume during the same time period. Japan continues to be the top U.S. market for canned sweet corn. Other major U.S. canned sweet corn markets include Taiwan, Hong Kong and Korea. U.S. exports of frozen sweet corn in 1997 are forecast at 65,000 tons, up 13 percent from 1996, also based on strong exports to date.

### United States

Sweet corn production for processing in the United States in 1997 is estimated at 2.78 million metric tons, down 7 percent from the 1996 output. The decline was due mostly to an 8 percent drop in contracted area harvested (175,800 hectares or 434,400 acres).

United States: Production of Sweet Corn for Processing, Farm Weight (1,000 Metric Tons)

States	1994	1995	1996	1997
Washington	600	747	618	667
Wisconsin	909	627	628	564
Minnesota	784	609	653	601
Oregon	392	410	397	392
New York	187	203	204	166
Indiana	132	112	146	129
Illinois	176	122	124	85
Others	205	185	221	178
Canning 1/	1,923	1,549	1,564	1,342F
Freezing 2/	1,462	1,467	1,427	1,440F
Total	3,385	3,016	2,991	2,782

Source: NASS, USDA. 1/ Farm weight data can be converted to net weight by using a factor of 2.463. 2/ Farm weight data can be converted to net weight by using a factor of 3.7. f=FAS estimates, NASS data available January 1998.

### U.S. processed sweet corn pack

U.S. production of canned sweet corn in 1997 is estimated at 1.3 million tons (545,000 tons, net weight), down 14 percent from 1996; while production of sweet corn for freezing, estimated at 1.4 million tons (389,000 tons, net weight) in 1997 was up 1 percent.

### U.S. canned sweet corn exports to Asia register dramatic increase

During the first 8 months of 1997, U.S. canned sweet corn exports totaled 139,000 tons valued at \$115 million, up 22 percent in volume and 24 percent in value from the same period in 1996. In recent years, Japan has been the best U.S. customer for total canned sweet corn exports. U.S. canned sweet corn exports to Asia, during this 8 month period were as follows: Japan (44,000 tons, up 28 percent); Hong Kong (15,000 tons, up 26 percent); Taiwan (17,000 tons, up 21 percent); and Korea (12,600 tons, up 116 percent). Other markets registering increases included: United Kingdom, the Netherlands, Singapore, Canada, Mexico, Panama, Costa Rica, and Venezuela.

U.S. exports of frozen sweet corn during the first 8 months of 1997, totaled 44,000 tons valued at \$38 million dollars, up 16 percent in volume and 15 percent in value from the previous year.



Japan accounted for 64 percent of total exports and 85 percent of all sales to Asia. U.S. exports of frozen sweet corn to Canada during this same period totaled 4,100 tons, up 53 percent from a year ago.

## **Thailand**

### **Thai sweet corn production up dramatically**

Production of canned sweet corn in Thailand in marketing year 1997/98 (July-June) is estimated at 22,500 tons, up 50 percent from the revised 1996/97 output. Because Thailand has been successful in promoting production of canned sweet corn for export in recent years, production in 1998/99 is forecast to increase about 30 percent to about 29,000 tons.

The Nithi Venture Public Company remains the largest processor in Thailand, capturing about 75-80 percent of canned sweet corn production. Production is centered in Kanchana Buri, Ratchaburi, Uthai Thani, Nakhon Sawa, and Chiang Mai provinces. Nithi Venture and the other packers source their fresh sweet corn through contract farming. Thailand's production of fresh sweet corn in 1997 is estimated 70,000 tons, up 27 percent from the previous year. Approximately 60,000 tons or 86 percent will be processed for canned sweet corn, and the balance will go into frozen corn production and fresh consumption.

### **Most Thais prefer fresh or cooked sweet corn to canned corn--due to its lower price**

Canned corn consumption in Thailand is limited mostly to large cities, where higher income consumers can afford it, and supermarkets are available. Thais commonly use canned sweet corn in western-style foods as a salad ingredient and ice cream topping.

### **Export sales of canned sweet corn increase**

Thailand's exports have increased significantly in recent years, due to competitive canned sweet corn price and quality. Exports are forecast to

climb even higher in 1997 and 1998, as a result of recent depreciation of the Baht, anticipated strong export demand, and good potential for production expansion. Thailand is exporting canned sweet corn to more than 30 countries.

Exports account for nearly all of Thailand's frozen sweet corn production. In 1997, production of frozen sweet corn is estimated at 1,500 tons, down 5 percent from 1996.

The average fob prices for Thai canned corn in 1997 reportedly dropped to about US\$7.50 to 8.00 per case (24 cans of 12 ounces size) from around US\$ 8.00 per case.

### **Thai baby corn production and trade**

Production of fresh baby corn in Thailand in 1997/98 is estimated at 54,000 tons, up 2 percent from 1996/97. Like sweet corn, fresh baby corn can be grown year round in the same areas in Thailand as sweet corn, and is harvested within 42 to 45 days from planting. Production of fresh baby corn is normally delivered for further processing, canned or frozen, or for the fresh market.

Thais prefer eating fresh baby corn to canned baby corn, although most of the canned baby corn production is for export. In 1996, exports to the United States accounted for about 38 percent of total canned baby sweet corn shipments. Other major customers include Japan, Germany, Australia, Canada and the Netherlands. Exports of canned baby corn have fluctuated in recent years, due mainly to varying domestic supply availabilities.

### **Policy situation**

The Thai government provides no export subsidy for the production and export of sweet corn products. Thai manufacturers of fresh and processed sweet corn are responsible for the promotion and sales of their own products (both canned and frozen).

The tariff rate for imported canned corn into Thailand is 51 percent of C&F import value.



## Germany

### Canned sweet corn production is negligible

The supply of sweet corn in Germany is met almost entirely by imports. German exports of canned sweet corn are small, and consist mostly of transshipments.

German imports of canned sweet corn in 1997 are estimated at 55,000 tons, down 4 percent from 1996, and 7 percent from 1995. In 1996, France was the largest supplier of canned sweet corn to Germany, accounting for 42 percent of the total market, followed by the United States with 18 percent and Hungary with 16 percent. In 1996, U.S. exports of canned sweet corn to Germany totaled 10,238 tons valued at \$12 million.

Germany: Canned Corn Imports, Metric Tons

Origin	1994	1995	1996
France	27,512	23,838	23,481
U.S.A.	5,567	15,156	10,238
Hungary	9,269	8,496	9,177
Thailand	3,714	5,329	5,708
Italy	5,963	3,031	3,380
Canada	998	1,598	3,003
Israel	1,349	1,395	1,443
Others	973	970	133
Total	55,345	59,813	56,563

Source: U.S. Agricultural Counselor, Germany.

## Japan

### Production of canned sweet corn up slightly

Canned sweet corn production in Japan in 1997 is estimated at 23,000 tons, up 3 percent from the revised 1996 output. Production in 1996 was down 12 percent from the previous year, due mainly to a lower corn crop. Hokkaido is Japan's largest producing region for canned sweet corn.

Production of whole kernel-type corn in 1996 dropped 9 percent to about 16,000 tons, while production of cream-type corn fell 21 percent to about 6,000 tons.

### Frozen sweet corn production up moderately

Production of frozen sweet corn in Japan in 1997 is estimated at 11,000 tons, up 7 percent from the revised 1996 output, due mainly to improved yields caused by favorable weather during the growing season. In 1996, ear and kernel corn accounted for 60 and 40 percent of the total frozen corn production, respectively.

### Stronger U.S. dollar causes imports of canned sweet corn into Japan to register a slight decline

Japan's imports of canned sweet corn in 1997 are estimated at 62,000 tons, down about 2 percent from the revised volume imported in 1996, due mainly to a stronger U.S. dollar. The United States continued to be the largest supplier of canned sweet corn to Japan, accounting for over 88 percent of Japan's total canned sweet corn imports for the first 6 months in 1997. Other smaller suppliers included New Zealand, 6 percent; Thailand, 3 percent; Australia, 2 percent; and France, 1 percent. Traditionally, canned sweet corn prepared or preserved, not containing added sugar, not frozen, accounts for about two-thirds of total imports.

### U.S. holds its market share in Japan's frozen sweet corn market despite weaker yen

Japanese imports of frozen sweet corn in 1997 are estimated at 48,000 tons, down 2 percent from 1996, due mainly to a weaker yen. Despite a weaker yen, U.S. exports continue to account for an 80 percent plus share of Japan's frozen sweet corn market. During the first 7 months of 1997, Japan imported 23,040 tons of frozen sweet corn from the United States, which accounted for 80 percent of total imports.

Canned sweet corn is a well-established food product in the Japanese market. It is a popular and daily consumed item and is sold at practically all general merchandise retail establishments and grocery stores across Japan in various can sizes

at competitive prices.

Consumption of canned sweet corn in 1997 is estimated at 83,000 tons, down 3 percent from 1996. Canned sweet corn fits well for most Japanese home-food makers, because it is easy-to-cook and, therefore, can be successfully marketed to the growing numbers of working married couples and singles "on-the-go" with long commuting times and busy urban lifestyles.

Imported frozen sweet corn is also a well established food item in Japan. The product is sold in retail and other food service channels. Typically sold in 400 gram packs, frozen sweet corn is currently retailing for 198 to 220 yen per package.

The tariff rates for imports of canned sweet corn into Japan are 11.3 percent without added sugar (HS 200580200) and 16.2 percent with added sugar (HS 200580100). The tariff rate for imports of frozen sweet corn into Japan ranges between 10 percent for (HS 200490230) and 11.6 percent for (HS 071040000).

## France

### **France remains the European Union's (EU) leading producer of sweet corn**

In 1996, French production of canned sweet corn accounted for 84 percent of total EU production, estimated at 115,565 tons, net weight, while frozen sweet corn production accounted for 66 percent of the EU's production, at 27,300 tons. There are approximately 2,000 sweet corn producers in France, located mainly in the southwestern region. The harvesting season for sweet corn is from mid-July to early September.

In marketing year 1997/98 (July-June), French canned sweet corn production is estimated at 115,000 tons net weight, down 1 percent from the previous season, due mainly to expected lower yields. There are 9 sweet corn canners in France: Ardovries, Avril, Bonduelle, Cecab, Cirio, Otrá, Legum'land, Nestle and Geant Vert.

### **France, a net exporter of canned sweet corn since 1989**

French canned sweet corn exports in 1997/98 are forecast at 93,000 tons, up 8 percent from 1996/97, due mostly to increasing international demand. Germany and the United Kingdom are France's leading export markets, accounting for about 30 and 25 percent of total exports in 1996.

French imports in 1997/98 are forecast at 12,000 tons, up 30 percent from the previous season, due mostly to increased domestic consumption. In 1996/97, the United States became France's leading supplier of canned sweet corn, accounting for 41 percent of total shipments. U.S. exports of canned sweet corn to France were triggered by the low dollar exchange rate. Because of higher exchange rates this season, U.S. sweet corn shipments are expected to be lower than in 1996/97.

Unlike in the United States, where most sweet corn is consumed fresh or canned, the bulk of sweet corn consumed in the EU is canned or frozen.

Total French consumption of canned sweet corn in marketing year 1997/98 is forecast at 38,850 tons, up 2 percent from 1996/97.

### **Market opportunity for U.S. canned sweet corn**

In France, supermarket promotions for U.S. food products are good opportunities to further promote U.S. sweet corn so that French consumers can try a different product, considering that domestic consumption continues to grow. In 1998, supermarket promotions are planned at Auchan hypermarkets and Monoprix supermarkets.

### **Import Regulations**

There are no import restrictions for canned sweet corn imports into France. However, the product must be free of L. tryptophane amino acid. Labels for canned food products packed in liquid must indicate the net weight, as well as the drained weight in metric units.



From July 1 to December 31, 1997, imports of canned sweet corn into France are subject to a customs duty of 6.6 percent ad valorem, plus specific levies for imports of canned sweet corn from third countries amounting to 12.1 ECU's per 100 kilograms, net weight. As a result of the Uruguay Round Negotiations, customs duties and levies for imports of canned sweet corn from third countries are slated to decrease by 6 percent, per year, dropping to 5.1 percent ad valorem and 9.4 ECU's per 100 kilograms by the year 2000.

Although processed as a vegetable, sweet corn is grown like a cereal and therefore the same EU regulations apply as for any other grain. Consequently, EU sweet corn production benefits from the same direct subsidies that EU feed corn production receives under the Common Agricultural Policy (CAP) Reform.

## Taiwan

### **U.S. canned sweet corn exports take lion's share of Taiwanese market**

Taiwan imports of canned sweet corn in 1996 totaled 20,840 tons, up 17 percent from the previous year. Imports from the United States accounted for a 99 percent market share. Thailand, Australia and Canada were the other smaller suppliers who shared the remaining 1 percent.

Imports of frozen sweet corn into Taiwan in 1996 totaled 3,667 tons, unchanged from the year earlier.

According to Taiwan canned corn importers, a U.S. company, supplies approximately 70 percent of the total canned sweet corn market, and its "Green Giant" label is the dominant brand. Haw Di, a Taiwan food company, is the other major supplier, which has contracted private label service with U.S. companies to produce canned sweet corn for its "Bull's Head" brand in Taiwan market.

The import tariffs for processed sweet corn into Taiwan are 25 percent, CIF, for frozen and 17.5 percent, CIF, for canned.

## United Kingdom

### **U.K. imports all of its canned sweet corn needs**

There is no domestic production of canned corn in the United Kingdom. However, small amounts of fresh sweet corn are grown and consumed on the cob.

In 1997, canned sweet corn imports into the United Kingdom are estimated at 41,000 tons, down 6 percent from 1996. In 1997, France is expected to account for approximately 43 percent of U.K.'s total imports, followed by the United States (19 percent), Canada (18 percent) and Thailand (9 percent).

### **Distribution channels of sweet corn in U.K.**

The distribution of sweet corn in the United Kingdom is divided between the food service industry (30 percent of market) and retail outlets (70 percent). At the retail level, the market includes mainly generic product labels, which are priced below its branded competition. However, the supermarkets seek to establish prices in advance and allow profit margins to fluctuate in response to changes in import/wholesale prices.

### **Consumers in the United Kingdom prefer canned sweet corn over frozen sweet corn**

U.K.'s consumer preference of canned sweet corn over frozen is mainly due to cheaper price and smaller pack sizes. In the canned vegetable market sweet corn has gained market share at the expense of other vegetables, such as the historical leader, canned peas.

### **Policy requirements**

Canned sweet corn imported into the United Kingdom is governed by the 1990 Food Safety Act which regulates all trading of food in England. This act deals with both food safety and consumer protection. Also, product packaging must adhere to EU labeling legislation. Canned corn produced as "own-labels" brands will have labeling that adheres to this legislation as the labels are designed by the U.K. supermarkets.



Imports of canned sweet corn from the United States are subject to an import duty of 7 percent (down from 7.5 percent) plus a variable charge of US\$16.18 per 100 kilograms, effective October 15, 1996, tariff code 2005800000.

For further information on supply, distribution and trade contact Emanuel McNeil at (202) 720-2083. For information on U.S. marketing opportunities, contact Gina Castelnovo at (202) 720-0898.

### United States: Production, Supply and Utilization of Processed Sweet Corn

	1994	1995	1996	1997 4/
	Metric tons			
<b>Canned, Net Product Weight:</b>				
Beginning Stocks	262,818	415,673	380,388	326,981
Production 1/	780,794	628,749	634,998	544,864
Imports 2/	9,712	9,101	3,878	5,000
Total Supply	1,053,324	1,053,523	1,019,264	876,845
Exports 2/	148,945	162,708	177,589	210,000
Ending Stocks	415,673	380,388	326,981	261,069
Domestic Utilization	488,706	510,427	514,694	405,776
<b>Frozen, Net Product Weight:</b>				
Beginning Stocks	168,358	220,152	226,171	222,395
Production 3/	395,042	396,489	385,603	388,619
Imports 2/	15,128	8,764	10,114	12,000
Total Supply	578,528	633,295	621,888	623,014
Exports 2/	64,395	61,344	57,326	65,000
Ending Stocks	220,152	234,841	222,395	215,702
Domestic Utilization	293,981	333,492	342,167	342,312

Source: Economic Research Service (ERS). 1/ Converted from farm weight equivalent to net product weight by using a factor of 2.463. 2/ U.S. Department of Commerce, Bureau of the Census. 3/ Converted from farm weight equivalent to net weight by using a factor of 3.7. 4/ USDA forecast.

### United States: Exports of Canned and Frozen Sweet Corn, Calendar Year (Metric tons and Value \$1,000)

Commodity/ Destination	1994		1995		1996		1997 1/	
	MT	Value	MT	Value	MT	Value	MT	Value
<b>Canned</b>								
Asia:	100,161	87,501	87,501	97,090	116,533	83,054	95,009	81,994
Japan	55,384	46,480	46,480	51,514	55,532	42,517	44,418	36,988
Taiwan	17,748	16,852	16,852	14,951	20,801	13,305	17,505	15,519
Hong Kong	13,070	10,640	13,349	11,047	20,215	16,718	14,657	11,895
Korea	8,046	8,546	9,571	9,855	10,721	11,023	12,681	12,710
United Kingdom	11,015	7,892	14,938	11,688	12,901	8,836	9,956	7,330
Netherlands	6,541	4,010	4,021	2,798	4,270	2,975	2,034	1,452
Germany	5,040	3,790	19,370	14,704	13,880	10,336	9,713	6,803
Mexico	5,520	4,098	2,594	1,800	2,647	1,747	1,988	1,407
Sweden	4,052	3,322	2,739	2,191	4,949	3,754	2,828	2,184
Canada	2,826	1,926	1,953	1,353	1,830	1,480	1,637	1,206
Norway	2,127	1,580	3,114	2,305	5,221	3,889	5,078	3,811
Others	11,663	9,056	16,889	13,027	15,358	12,233	11,304	9,114
Total	148,945	123,175	162,708	132,920	177,589	145,543	139,547	115,301
<b>Frozen</b>								
Asia:	47,275	43,706	44,233	40,349	46,801	41,346	33,358	30,270
Japan	38,341	36,268	38,054	35,287	39,048	35,307	27,649	25,958
Taiwan	4,683	3,827	1,827	1,622	1,262	1,174	1,286	1,071
Hong Kong	3,545	3,162	3,575	2,784	4,919	3,475	3,077	2,214
Australia	3,434	2,766	2,578	2,084	485	453	607	411
Canada	3,619	2,927	3,380	2,747	3,336	2,822	4,116	3,079
Mexico	3,531	1,882	1,851	1,068	847	472	924	490
EU-15 2/	2,491	2,132	2,747	2,032	1,779	1,206	1,586	1,156
Others	4,045	4,030	6,555	5,163	4,078	3,330	3,035	2,626
Total	64,395	57,443	61,344	53,443	57,326	49,629	43,626	38,032

Source: U.S. Department of Commerce, Bureau of the Census. 1/ January to August. 2/ Prior to 1994 data included EU-12.

**United States: Imports of Canned and Frozen Sweet Corn, Calendar Year  
(Metric tons and Value \$1,000)**

Commodity/ Origin	1994		1995		1996		1997 1/	
	MT	Value	MT	Value	MT	Value	MT	Value
<b>Canned:</b>								
Thailand	5,648	4,750	6,574	5,709	2,343	2,153	1,088	971
Mexico	16	12	0	0	17	24	0	0
Canada	2,958	2,210	2,267	1,807	1,496	920	1,407	909
Indonesia	82	73	208	170	16	12	31	21
Australia	454	258	0	0	0	0	0	0
New Zealand	496	260	0	0	0	0	0	0
Others	58	70	52	56	6	23	28	26
<b>Total</b>	<b>9,712</b>	<b>7,633</b>	<b>9,101</b>	<b>7,742</b>	<b>3,878</b>	<b>3,120</b>	<b>2,554</b>	<b>1,927</b>
<b>Frozen:</b>								
Canada	10,933	8,247	8,305	6,312	9,612	7,276	7,413	6,018
Israel	1,582	1,453	0	0	4	9	108	179
Chile	480	309	0	0	0	0	0	0
South Africa	977	706	0	0	0	0	0	0
Dom. Rep.	421	172	227	251	202	186	2	3
Mexico	349	228	118	71	231	133	350	201
Others	386	316	114	168	65	124	101	177
<b>Total</b>	<b>15,128</b>	<b>11,431</b>	<b>8,764</b>	<b>6,802</b>	<b>10,114</b>	<b>7,728</b>	<b>7,974</b>	<b>6,578</b>

Source: U.S. Department of Commerce, Bureau of the Census. 1/ January to August.

**Thailand: Exports of canned Sweet Corn,  
Calendar Year, Metric tons**

Destinations	1995	1996
United States	106	15
South Korea	2,145	2,900
Germany	2,088	2,765
U.K.	2,441	2,169
Japan	106	887
Argentina	n/a	604
Belgium	2,088	520
Hong Kong	n/a	473
Netherlands	647	427
Denmark	153	116
Others	607	2,909
<b>Total</b>	<b>10,381</b>	<b>13,785</b>

Source: U.S. Attache Thailand. N/A = Not Available.



U.S. Exports of Selected Horticultural Products

Product and Country		Quantity				Values (1000 Dollars)				
Country Region	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996
<b>Fresh Apples</b>	<b>MT</b>									
Canada	10,077	9,011	82,273	88,955	82,273	7,773	6,904	64,446	63,812	64,446
Mexico	790	545	77,728	93,537	77,728	398	266	39,891	46,524	39,891
Indonesia	2,032	1,990	47,561	73,491	47,561	1,483	1,126	33,630	42,923	33,630
Hong Kong	2,996	1,349	44,951	46,878	44,951	1,822	856	29,173	27,052	29,173
Taiwan	12,119	5,478	108,385	113,819	108,385	8,333	3,339	77,035	74,674	77,035
Other Countries	9,269	8,673	204,054	273,069	204,054	6,433	5,962	127,162	157,386	127,162
Subtotal:----	37,283	27,047	564,953	689,749	564,953	26,241	18,453	371,337	412,371	371,337
<b>Fresh Pears</b>	<b>MT</b>									
European Union	113	270	11,516	7,471	11,516	63	121	5,059	3,539	5,059
Canada	6,074	5,891	46,641	40,526	46,641	4,558	3,426	33,779	30,807	33,779
Mexico	2,479	4,390	30,524	34,021	30,524	1,228	2,155	15,313	16,380	15,313
Brazil	735	2,415	20,096	19,378	20,096	466	1,357	8,921	8,660	8,921
Taiwan	557	533	11,090	5,215	11,090	469	264	6,595	3,207	6,595
Other Countries	885	1,735	24,559	19,798	24,559	710	1,059	14,794	13,460	14,794
Subtotal:----	10,843	15,234	144,426	126,409	144,426	7,494	8,382	84,460	76,052	84,460
<b>Fresh Apricots</b>	<b>MT</b>									
European Union	0	0	457	286	457	0	0	405	408	405
Canada	28	13	2,422	4,366	2,422	48	22	3,427	4,597	3,427
Mexico	47	0	145	1,224	145	38	0	117	986	117
Indonesia	0	0	76	8	76	0	0	53	8	53
Taiwan	0	225	161	372	161	0	205	90	394	90
Other Countries	0	112	231	349	231	0	92	220	345	220
Subtotal:----	74	350	3,492	6,604	3,492	86	320	4,312	6,738	4,312
<b>Fresh Cherries</b>	<b>MT</b>									
European Union	135	804	10,859	10,369	10,859	93	683	18,828	21,988	18,828
Canada	3	32	4,838	7,263	4,838	8	66	12,770	17,824	12,770
Hong Kong	0	6	1,537	2,764	1,537	0	11	4,399	6,989	4,399
Taiwan	5	0	3,254	4,917	3,254	26	0	11,024	15,536	11,024
Japan	22	60	13,135	13,003	13,135	145	38	80,111	74,257	80,111
Other Countries	1	0	1,078	1,085	1,078	4	0	3,675	3,548	3,675
Subtotal:----	166	901	34,702	39,400	34,702	276	798	130,807	140,144	130,807
<b>Fresh Peach/Nect</b>	<b>MT</b>									
Canada	2,089	3,046	41,788	51,869	41,788	2,511	3,178	41,621	44,366	41,621
Mexico	3,150	1,864	8,152	15,270	8,152	1,653	991	4,160	7,451	4,160
Brazil	280	343	1,986	843	1,986	259	240	1,848	713	1,848
Hong Kong	323	38	2,728	3,668	2,728	311	42	2,300	2,817	2,300
Taiwan	2,096	2,644	16,145	26,329	16,145	2,651	3,050	18,107	32,499	18,107
Other Countries	580	781	4,023	5,366	4,023	479	682	3,865	4,892	3,865
Subtotal:----	8,518	8,715	74,822	103,345	74,822	7,864	8,183	71,900	92,737	71,900
<b>Fr. Plums/Prunes</b>	<b>MT</b>									
Canada	2,757	2,864	22,583	25,023	22,583	2,723	2,587	20,690	21,232	20,690
Mexico	949	1,963	4,026	4,796	4,026	541	1,098	2,434	2,862	2,434
Brazil	304	318	2,033	871	2,033	316	340	1,980	729	1,980
Hong Kong	2,051	2,078	11,979	12,147	11,979	1,939	1,852	10,823	11,067	10,823
Taiwan	3,900	1,730	21,677	20,835	21,677	3,675	1,404	19,699	18,123	19,699
Other Countries	962	2,164	4,896	8,235	4,896	978	1,840	5,071	7,211	5,071
Subtotal:----	10,923	11,117	67,193	71,906	67,193	10,172	9,122	60,698	61,224	60,698
<b>Fr. Avocados</b>	<b>MT</b>									
European Union	936	52	5,984	2,501	5,984	880	142	4,918	2,817	4,918
Canada	106	143	1,183	1,316	1,183	125	176	1,272	1,518	1,272
Korea, Republic o	9	8	70	91	70	14	15	122	175	122
Hong Kong	0	0	44	80	44	0	0	114	135	114
Japan	16	0	2,784	1,784	2,784	20	0	5,866	3,473	5,866
Other Countries	0	1	25	48	25	5	8	50	96	50
Subtotal:----	1,066	205	10,090	5,819	10,090	1,044	340	12,342	8,215	12,342
<b>Fr. Kiwifruit</b>	<b>MT</b>									
Canada	29	37	2,339	3,246	2,339	43	52	2,939	3,449	2,939
Korea, Republic o	0	0	1,572	1,558	1,572	0	0	2,640	2,787	2,640
Hong Kong	0	0	173	213	173	0	0	311	383	311
Taiwan	0	0	509	0	509	0	0	831	0	831
Japan	0	4	338	10	338	0	3	293	8	293
Other Countries	10	16	385	411	385	13	15	365	409	365
Subtotal:----	39	57	5,315	5,438	5,315	57	70	7,378	7,036	7,378
<b>Fresh Grapes</b>	<b>MT</b>									
Canada	33,625	34,654	98,638	91,966	98,638	32,481	35,740	115,134	116,808	115,134
Mexico	1,061	3,141	12,392	12,706	12,392	890	2,894	11,805	12,752	11,805
Philippines	2,725	1,433	11,778	12,592	11,778	3,409	1,619	15,220	16,740	15,220
Hong Kong	14,057	13,424	40,877	47,881	40,877	21,148	16,710	56,561	65,970	56,561
Taiwan	5,063	3,260	16,888	15,107	16,888	6,782	3,892	21,407	18,995	21,407
Other Countries	7,180	8,192	59,524	53,305	59,524	10,566	10,116	83,164	78,463	83,164
Subtotal:----	63,711	64,104	240,097	233,558	240,097	75,276	70,972	303,291	309,727	303,291

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	
Fresh Strawberries MT											
European Union	291	509	3,360	3,622	3,360	835	1,246	9,126	9,212	9,126	
Canada	1,828	1,476	40,439	39,978	40,439	2,740	2,530	52,793	57,300	52,793	
Mexico	262	321	2,690	1,354	2,690	286	553	2,401	2,310	2,401	
Switzerland	11	30	247	186	247	24	45	656	489	656	
Japan	1,103	1,175	6,410	6,858	6,410	5,271	4,948	25,023	26,262	25,023	
Other Countries	26	62	546	617	546	66	118	1,674	1,436	1,674	
Subtotal:----	3,521	3,572	53,693	52,615	53,693	9,222	9,438	91,674	97,010	91,674	
Fresh Oranges Inc Tmpl MT											
Canada	3,176	5,400	175,616	198,847	175,616	2,239	3,041	88,759	102,434	88,759	
Malaysia	242	111	17,073	21,343	17,073	119	60	9,028	11,689	9,028	
Korea, Republic o	150	705	23,405	31,760	23,405	166	635	13,889	20,739	13,889	
Hong Kong	7,124	7,768	105,871	133,150	105,871	4,383	4,619	53,799	75,655	53,799	
Japan	1,837	724	125,389	123,521	125,389	1,824	488	85,776	69,023	85,776	
Other Countries	1,713	2,771	66,276	81,807	66,276	1,072	1,567	36,449	43,663	36,449	
Subtotal:----	14,241	17,479	513,630	590,428	513,630	9,804	10,409	287,699	323,203	287,699	
Fresh Grapefruit MT											
European Union	161	2,451	138,387	140,246	138,387	81	1,266	61,266	60,956	61,266	
Canada	1,956	4,181	71,363	74,982	71,363	1,105	1,959	28,945	29,244	28,945	
Hong Kong	545	71	10,429	7,587	10,429	404	28	6,165	4,319	6,165	
Taiwan	312	188	23,406	26,174	23,406	135	78	11,651	11,711	11,651	
Japan	957	890	242,133	221,912	242,133	731	671	144,347	124,930	144,347	
Other Countries	32	285	11,621	13,501	11,621	24	171	6,484	9,247	6,484	
Subtotal:----	3,963	8,066	497,339	484,403	497,339	2,481	4,174	258,858	240,408	258,858	
Canned Peaches MT											
Canada	373	549	4,869	4,954	4,869	474	494	4,866	5,297	4,866	
Singapore	211	29	843	661	843	210	31	841	640	841	
Korea, Republic o	208	28	1,969	1,508	1,969	174	26	1,603	1,164	1,603	
Taiwan	224	51	1,461	1,249	1,461	198	43	1,307	1,013	1,307	
Japan	139	387	3,644	2,837	3,644	150	503	3,825	3,078	3,825	
Other Countries	333	597	4,991	5,664	4,991	344	531	4,808	5,335	4,808	
Subtotal:----	1,488	1,640	17,777	16,873	17,777	1,550	1,628	17,250	16,528	17,250	
Fresh Lemons MT											
European Union	4	0	4,553	1,184	4,553	11	0	3,261	926	3,261	
Canada	1,616	356	26,435	22,736	26,435	1,213	333	16,915	15,242	16,915	
Korea, Republic o	237	166	2,665	3,877	2,665	316	259	2,530	3,810	2,530	
Hong Kong	999	368	9,973	8,744	9,973	615	352	6,335	6,070	6,335	
Japan	2,979	3,885	84,317	79,266	84,317	3,056	6,931	82,485	91,439	82,485	
Other Countries	31	202	4,325	4,472	4,325	32	54	3,127	3,169	3,127	
Subtotal:----	5,867	4,976	132,269	120,279	132,269	5,242	7,930	114,653	120,656	114,653	
Fresh Tang/Mand MT											
European Union	0	0	2,395	2,024	2,395	0	0	1,493	1,382	1,493	
Canada	54	157	15,910	13,361	15,910	38	129	13,310	11,025	13,310	
Korea, Republic o	3	0	1,310	3,535	1,310	4	0	1,761	3,089	1,761	
Japan	0	0	1,344	2,726	1,344	0	0	1,251	2,401	1,251	
Australia	0	0	577	692	577	0	0	477	581	477	
Other Countries	0	0	499	695	499	0	0	344	733	344	
Subtotal:----	57	157	22,035	23,033	22,035	42	129	18,636	19,209	18,636	
Canned Pears MT											
European Union	4	95	299	438	299	6	77	299	364	299	
Canada	191	198	5,699	2,446	5,699	212	195	5,309	2,704	5,309	
Turkey	0	0	100	0	100	0	0	144	0	144	
Hong Kong	7	0	103	36	103	10	0	95	36	95	
Japan	106	17	593	163	593	89	25	529	181	529	
Other Countries	14	40	451	411	451	11	29	386	346	386	
Subtotal:----	322	350	7,245	3,494	7,245	327	327	6,761	3,630	6,761	
Canned Pineapple MT											
European Union	16	16	573	1,124	573	6	19	483	1,030	483	
Canada	200	23	1,292	882	1,292	202	22	1,328	838	1,328	
Mexico	0	54	160	166	160	0	47	133	162	133	
Korea, Republic o	4	0	185	369	185	5	0	159	331	159	
Japan	51	49	632	526	632	60	58	583	516	583	
Other Countries	0	84	496	627	496	0	89	427	567	427	
Subtotal:----	271	226	3,339	3,694	3,339	273	236	3,113	3,443	3,113	
Dried Prunes MT											
European Union	2,937	3,147	34,726	30,764	34,726	6,496	6,338	80,568	64,621	80,568	
Canada	433	355	4,214	4,137	4,214	1,031	760	9,816	8,860	9,816	
Mexico	118	67	1,123	1,022	1,123	197	117	1,763	1,687	1,763	
Singapore	169	176	1,160	3,182	1,160	270	366	2,168	5,657	2,168	
Japan	983	1,215	12,504	15,639	12,504	1,926	2,574	26,130	31,667	26,130	
Other Countries	1,263	1,464	8,820	12,791	8,820	2,196	2,699	18,628	25,907	18,628	
Subtotal:----	5,903	6,424	62,548	67,535	62,548	12,116	12,854	139,073	138,398	139,073	

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	
Oried Raisins	MT										
European Union	7,219	5,747	55,895	47,432	55,895	11,742	10,451	92,269	83,689	92,269	
Canada	1,474	1,355	10,659	11,436	10,659	3,116	2,661	21,309	22,589	21,309	
Hong Kong	282	682	4,784	4,371	4,784	546	1,332	9,382	8,769	9,382	
Taiwan	369	419	3,787	4,334	3,787	492	645	5,319	6,454	5,319	
Japan	2,592	2,212	25,227	25,836	25,227	4,503	3,773	39,861	43,712	39,861	
Other Countries	1,989	1,997	18,472	21,606	18,472	3,024	3,438	32,280	38,741	32,280	
Subtotal:----	13,925	12,413	118,824	115,016	118,824	23,424	22,300	200,420	203,954	200,420	
Oried Figs	MT										
Canada	111	93	1,107	945	1,107	296	274	2,676	2,776	2,676	
Switzerland	0	0	70	2	70	0	0	56	11	56	
Turkey	0	0	489	0	489	0	0	477	0	477	
Hong Kong	258	75	2,631	567	2,631	224	286	2,327	2,071	2,327	
Japan	37	24	418	363	418	93	92	1,183	1,193	1,183	
Other Countries	17	21	135	151	135	61	56	343	433	343	
Subtotal:----	423	212	4,850	2,027	4,850	674	707	7,062	6,483	7,062	
Fruit Mixtures	MT										
Canada	736	974	6,210	7,713	6,210	895	993	7,625	8,453	7,625	
Singapore	301	136	2,546	1,789	2,546	351	237	2,916	2,173	2,916	
Philippines	1,020	4	5,512	1,419	5,512	1,211	11	6,427	1,729	6,427	
Hong Kong	231	5	2,612	1,183	2,612	277	4	2,988	1,437	2,988	
Japan	264	207	3,945	3,278	3,945	337	259	4,536	3,728	4,536	
Other Countries	532	734	6,051	7,094	6,051	668	881	7,122	9,534	7,122	
Subtotal:----	3,084	2,061	26,876	22,475	26,876	3,739	2,386	31,614	27,055	31,614	
Dates	MT										
European Union	109	236	1,788	939	1,788	439	574	5,596	3,304	5,596	
Canada	122	116	881	811	881	372	373	2,524	2,337	2,524	
Switzerland	127	50	472	353	472	666	310	1,991	1,618	1,991	
Singapore	46	16	294	98	294	167	50	745	309	745	
Australia	56	4	463	508	463	285	21	1,993	2,265	1,993	
Other Countries	39	22	889	1,119	889	153	92	1,991	2,299	1,991	
Subtotal:----	499	445	4,787	3,829	4,787	2,082	1,421	14,841	12,132	14,841	
Fcoj	KL										
European Union	21,017	17,640	174,741	205,417	174,741	3,895	5,689	53,175	80,212	53,175	
Canada	2,701	1,683	28,913	22,939	28,913	4,769	2,543	49,103	36,575	49,103	
Korea, Republic o	1,980	635	17,722	20,003	17,722	1,383	467	12,175	11,363	12,175	
Hong Kong	571	42	10,117	4,251	10,117	203	21	4,341	2,050	4,341	
Japan	4,374	3,752	50,267	50,381	50,267	1,591	1,270	26,054	25,360	26,054	
Other Countries	1,438	1,534	44,416	78,935	44,416	860	686	19,097	22,075	19,097	
Subtotal:----	32,080	25,286	326,175	381,926	326,175	12,700	10,677	163,945	177,635	163,945	
Fresh Asparagus	MT										
European Union	18	16	1,304	737	1,304	25	36	4,194	1,980	4,194	
Canada	96	131	4,567	6,289	4,567	231	433	12,488	16,883	12,488	
Switzerland	0	0	1,988	1,423	1,988	0	0	6,598	4,468	6,598	
Japan	31	79	6,276	6,431	6,276	140	381	27,674	26,529	27,674	
Australia	10	0	79	47	79	20	0	281	159	281	
Other Countries	2	6	129	232	129	6	13	432	669	432	
Subtotal:----	156	232	14,344	15,160	14,344	423	864	51,666	50,688	51,666	
Fresh Broccoli	MT										
European Union	0	0	773	287	773	0	0	642	217	642	
Canada	1,379	1,789	72,958	73,326	72,958	874	1,308	40,258	45,436	40,258	
Hong Kong	626	429	3,947	6,603	3,947	505	428	3,063	5,778	3,063	
Taiwan	488	249	2,026	2,865	2,026	430	290	1,722	2,782	1,722	
Japan	5,437	3,346	48,309	46,184	48,309	4,093	2,964	37,720	37,009	37,720	
Other Countries	110	50	1,383	1,126	1,383	87	63	1,012	993	1,012	
Subtotal:----	8,041	5,863	129,396	130,391	129,396	5,989	5,054	84,418	92,215	84,418	
Fresh Carrots	MT										
Canada	1,603	2,203	78,842	87,276	78,842	1,074	1,518	33,756	42,416	33,756	
Trinidad and Toba	38	0	1,367	1,014	1,367	16	0	601	455	601	
French West Indie	92	0	1,093	918	1,093	45	0	560	444	560	
United Arab Emira	455	306	3,399	3,368	3,399	185	126	1,418	1,227	1,418	
Japan	151	82	3,296	1,342	3,296	180	40	3,294	1,363	3,294	
Other Countries	579	599	6,089	6,104	6,089	336	297	3,236	3,182	3,236	
Subtotal:----	2,918	3,190	94,087	100,022	94,087	1,835	1,981	42,864	49,087	42,864	
Fresh Lettuce	MT										
Canada	9,886	9,921	232,885	242,280	232,885	4,176	5,856	104,167	117,746	104,167	
Mexico	8,601	2,739	16,800	19,251	16,800	2,609	1,013	6,158	7,571	6,158	
Singapore	511	318	3,655	3,522	3,655	246	228	2,375	2,366	2,375	
Hong Kong	2,767	1,267	20,599	18,490	20,599	1,488	902	10,994	10,905	10,994	
Japan	54	237	3,254	2,893	3,254	118	174	3,528	3,035	3,528	
Other Countries	570	688	9,101	8,045	9,101	364	470	5,656	4,989	5,656	
Subtotal:----	22,390	15,170	286,294	294,482	286,294	9,001	8,644	132,876	146,612	132,876	



## U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	
Fresh Onions MT											
Canada	5,711	5,354	103,257	118,736	103,257	1,889	1,507	36,387	42,172	36,387	
Mexico	5,159	3,121	8,484	15,570	8,484	1,907	1,159	3,369	6,444	3,369	
Korea, Republic o	5,218	0	9,920	14,022	9,920	2,203	0	3,778	8,698	3,778	
Taiwan	4,810	4,160	16,187	15,217	16,187	1,282	1,226	4,125	4,497	4,125	
Japan	11,847	9,912	98,145	69,440	98,145	3,411	2,408	24,422	17,261	24,422	
Other Countries	2,795	3,556	30,106	32,136	30,106	1,041	1,334	11,332	13,392	11,332	
Subtotal:----	35,540	26,103	266,097	265,121	266,097	11,732	7,634	83,413	92,464	83,413	
Fresh Tomatoes MT											
European Union	174	361	1,987	3,743	1,987	403	731	3,352	7,781	3,352	
Canada	8,787	8,394	125,569	132,734	125,569	5,077	4,802	94,640	103,461	94,640	
Mexico	174	2,942	1,913	15,867	1,913	125	2,276	1,237	11,491	1,237	
Bermuda	0	6	453	171	453	0	11	307	162	307	
Hong Kong	98	0	695	356	695	48	0	334	175	334	
Other Countries	67	87	669	779	669	68	103	558	714	558	
Subtotal:----	9,300	11,789	131,285	153,650	131,285	5,720	7,924	100,428	123,783	100,428	
Canned Sweet Corn MT											
European Union	2,929	2,965	45,013	40,865	45,013	2,052	2,192	33,790	29,046	33,790	
Korea, Republic o	1,172	1,920	7,854	18,282	7,854	1,333	1,825	8,091	18,331	8,091	
Hong Kong	1,325	462	17,525	22,410	17,525	1,198	421	14,530	18,279	14,530	
Taiwan	1,487	1,188	21,227	23,509	21,227	1,285	1,011	18,629	20,998	18,629	
Japan	3,784	3,922	49,004	64,852	49,004	3,343	3,145	39,857	53,779	39,857	
Other Countries	2,043	2,560	27,993	33,551	27,993	1,791	1,960	22,086	26,919	22,086	
Subtotal:----	12,739	13,016	168,615	203,469	168,615	11,000	10,554	136,983	167,353	136,983	
Canned Tomato Paste MT											
European Union	0	1,801	8,430	15,390	8,430	0	396	5,704	6,222	5,704	
Canada	8,090	4,894	49,491	47,236	49,491	5,581	3,769	38,472	34,943	38,472	
Dominican Republi	0	0	6,756	124	6,756	0	0	2,531	100	2,531	
Korea, Republic o	609	593	6,527	8,310	6,527	426	525	5,758	6,910	5,758	
Japan	139	1,241	13,439	9,533	13,439	114	1,166	10,914	7,720	10,914	
Other Countries	2,346	1,440	16,416	48,361	16,416	1,953	1,075	14,013	33,424	14,013	
Subtotal:----	11,183	9,969	101,059	128,954	101,059	8,074	6,932	77,393	89,320	77,393	
Canned Tomato Sauce MT											
European Union	822	288	6,017	4,999	6,017	876	382	6,659	6,459	6,659	
Canada	4,453	5,366	55,944	59,272	55,944	4,147	4,911	50,666	54,848	50,666	
Mexico	231	734	3,346	5,927	3,346	188	526	2,601	4,618	2,601	
Korea, Republic o	21	349	1,479	1,688	1,479	24	291	1,540	1,569	1,540	
Japan	410	574	6,420	5,749	6,420	417	622	6,883	6,442	6,883	
Other Countries	720	867	10,848	10,474	10,848	838	1,042	11,518	11,011	11,518	
Subtotal:----	6,656	8,177	84,053	88,108	84,053	6,490	7,773	79,868	84,947	79,868	
Frozen Sweet Corn MT											
European Union	119	675	1,881	2,816	1,881	87	388	1,329	1,926	1,329	
Canada	328	246	3,583	4,690	3,583	266	179	3,049	3,542	3,049	
Hong Kong	369	501	4,201	5,142	4,201	261	384	3,001	3,703	3,001	
Taiwan	82	98	1,299	1,641	1,299	69	73	1,181	1,413	1,181	
Japan	3,121	3,622	41,255	40,865	41,255	2,944	3,333	36,806	38,092	36,806	
Other Countries	437	1,662	7,034	10,047	7,034	320	941	5,464	7,535	5,464	
Subtotal:----	4,456	6,804	59,253	65,202	59,253	3,948	5,298	50,829	56,212	50,829	
Grapefruit Juice Cnc KL											
European Union	4,351	2,004	29,245	37,464	29,245	1,805	1,347	16,347	20,113	16,347	
Canada	344	349	3,678	3,399	3,678	515	416	5,539	4,611	5,539	
Switzerland	0	0	1,477	418	1,477	0	0	1,024	300	1,024	
Israel	0	0	5,396	602	5,396	0	0	1,685	170	1,685	
Japan	997	909	20,668	17,137	20,668	926	537	17,317	13,908	17,317	
Other Countries	144	419	2,929	3,457	2,929	108	238	1,879	2,390	1,879	
Subtotal:----	5,836	3,681	63,393	62,477	63,393	3,354	2,538	43,790	41,493	43,790	
Orange Juice MtCnc KL											
European Union	2,233	2,617	27,669	29,297	27,669	1,245	1,698	17,825	18,968	17,825	
Canada	8,059	10,676	99,179	127,249	99,179	5,411	7,394	70,562	87,612	70,562	
Argentina	162	171	3,462	1,588	3,462	97	108	2,070	980	2,070	
Hong Kong	348	207	2,642	3,209	2,642	257	153	1,877	2,821	1,877	
Japan	165	381	8,729	2,524	8,729	172	251	7,393	1,913	7,393	
Other Countries	783	860	11,180	15,054	11,180	688	779	9,458	12,579	9,458	
Subtotal:----	11,751	14,912	152,862	178,921	152,862	7,871	10,383	109,185	124,874	109,185	
Frozen French Fries MT											
Philippines	1,643	1,715	13,746	18,645	13,746	1,176	1,202	10,477	13,390	10,477	
Korea, Republic o	2,392	2,190	23,889	28,494	23,889	1,837	1,544	16,968	21,023	16,968	
Hong Kong	2,188	2,578	21,901	27,293	21,901	1,467	1,719	14,592	18,247	14,592	
Taiwan	1,554	1,653	16,064	21,128	16,064	1,011	1,083	10,737	14,121	10,737	
Japan	14,933	13,785	185,615	200,342	185,615	10,886	9,555	136,805	147,601	136,805	
Other Countries	7,029	8,630	89,272	100,773	89,272	5,466	6,703	66,605	79,954	66,605	
Subtotal:----	29,740	30,550	350,487	396,674	350,487	21,844	21,805	256,185	294,335	256,185	

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996		Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996
<b>Almonds Unshelled MT</b>											
European Union	1,547	911	4,838	6,043	4,838		3,265	2,060	10,937	14,259	10,937
India	2,897	5,342	8,902	13,609	8,902		7,294	16,437	21,723	36,783	21,723
Hong Kong	319	73	446	666	446		773	176	1,081	1,665	1,081
Taiwan	150	20	485	541	485		363	71	1,193	1,347	1,193
Japan	150	163	2,686	1,136	2,686		363	396	7,521	2,820	7,521
Other Countries	654	600	2,252	2,740	2,252		1,569	1,642	5,397	6,785	5,397
Subtotal:----	5,716	7,110	19,609	24,735	19,609		13,627	20,782	47,853	63,658	47,853
<b>Almonds Shelled/Prep MT</b>											
European Union	20,973	18,838	173,542	105,022	173,542		101,278	79,136	602,847	519,178	602,847
Canada	1,082	1,159	15,875	8,421	15,875		6,171	5,208	42,043	40,499	42,043
Switzerland	434	488	7,074	3,317	7,074		2,643	2,396	20,579	18,549	20,579
Korea, Republic o	508	282	5,082	3,234	5,082		2,874	1,222	15,579	16,481	15,579
Japan	2,005	1,505	39,331	16,483	39,331		12,651	7,814	100,667	95,101	100,667
Other Countries	4,773	7,709	41,323	27,099	41,323		24,301	33,016	112,511	126,279	112,511
Subtotal:----	29,774	29,981	282,227	163,576	282,227		149,917	128,791	894,225	816,088	894,225
<b>Hop Pellets MT</b>											
European Union	5	62	592	1,080	592		39	326	3,071	6,810	3,071
Canada	95	126	1,459	1,631	1,459		653	719	9,711	10,643	9,711
Brazil	36	6	2,160	1,830	2,160		212	49	11,242	7,765	11,242
Hong Kong	3	20	129	104	129		11	62	548	390	548
Japan	0	0	326	239	326		0	0	1,264	870	1,264
Other Countries	45	44	884	1,236	884		364	341	4,605	7,258	4,605
Subtotal:----	184	257	5,549	6,120	5,549		1,279	1,497	30,441	33,737	30,441
<b>Walnuts, Shelled MT</b>											
European Union	693	190	5,378	4,444	5,378		1,642	947	12,522	11,119	12,522
Canada	255	324	2,310	3,131	2,310		943	954	8,247	8,869	8,247
Israel	70	184	1,415	1,309	1,415		382	606	6,715	6,136	6,715
Japan	621	789	8,045	10,218	8,045		2,823	1,463	34,331	32,570	34,331
Australia	26	13	869	889	869		156	67	3,552	4,104	3,552
Other Countries	94	200	3,121	3,945	3,121		523	569	9,171	10,678	9,171
Subtotal:----	1,760	1,700	21,139	23,936	21,139		6,468	4,606	74,538	73,476	74,538
<b>Walnuts, Unshelled MT</b>											
European Union	5,580	7,193	52,858	48,664	52,858		12,358	14,985	103,224	104,206	103,224
Canada	109	26	1,648	1,476	1,648		226	64	3,596	3,478	3,596
Brazil	0	0	1,801	1,698	1,801		0	0	3,564	3,750	3,564
Israel	0	19	1,159	1,344	1,159		0	40	2,077	2,464	2,077
Japan	12	41	1,532	938	1,532		28	68	2,729	1,591	2,729
Other Countries	44	361	3,145	3,068	3,145		96	823	6,062	6,269	6,062
Subtotal:----	5,745	7,640	62,144	57,187	62,144		12,707	15,979	121,252	121,757	121,252
<b>Hop Extract MT</b>											
European Union	95	69	1,502	1,229	1,502		1,342	833	22,360	18,313	22,360
Mexico	12	186	477	643	477		169	1,625	13,093	12,219	13,093
Colombia	43	22	388	80	388		1,164	560	4,309	2,364	4,309
Brazil	96	77	404	529	404		1,194	2,063	4,733	9,274	4,733
Korea, Republic o	0	0	102	51	102		0	0	2,205	954	2,205
Other Countries	67	74	878	936	878		895	1,040	13,524	13,956	13,524
Subtotal:----	313	428	3,751	3,468	3,751		4,764	6,120	60,224	57,080	60,224
<b>Hops, Nspf MT</b>											
European Union	63	49	1,971	1,202	1,971		387	237	9,935	5,413	9,935
Mexico	0	0	342	73	342		0	0	2,129	423	2,129
Dominican Republi	15	0	78	34	78		55	0	338	148	338
Philippines	12	0	58	41	58		212	0	843	713	843
Japan	0	0	152	276	152		0	0	889	1,164	889
Other Countries	6	12	260	262	260		36	368	2,713	1,783	2,713
Subtotal:----	97	62	2,860	1,888	2,860		689	605	16,847	9,644	16,847
<b>Grape Wine KL</b>											
European Union	9,911	10,522	71,798	89,715	71,798		20,830	22,541	140,508	184,575	140,508
Canada	2,909	2,688	31,755	34,618	31,755		6,584	6,555	61,392	72,909	61,392
Switzerland	341	1,708	8,522	8,760	8,522		589	2,650	13,318	15,339	13,318
Taiwan	139	423	2,746	5,497	2,746		253	709	4,225	9,486	4,225
Japan	1,601	1,096	16,983	20,691	16,983		2,657	1,934	28,606	31,573	28,606
Other Countries	2,823	2,621	25,312	35,119	25,312		4,312	4,367	39,433	54,278	39,433
Subtotal:----	17,723	19,059	157,116	194,399	157,116		35,225	38,757	287,482	368,160	287,482

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	
Fresh Apples	MT										
Canada	7,146	6,873	71,851	72,932	71,851	2,637	1,974	28,137	27,000	28,137	
Chile	0	0	28,467	26,611	28,467	0	0	13,088	14,386	13,088	
New Zealand	781	0	56,234	52,508	56,234	710	0	54,970	33,322	54,970	
Other Countries	0	0	18,939	16,514	18,939	0	0	7,035	8,028	7,035	
Subtotal:----	7,927	6,873	175,491	168,564	175,491	3,347	1,974	103,231	82,736	103,231	
Fresh Pears	MT										
Chile	0	0	33,411	37,216	33,411	0	0	15,665	18,537	15,665	
Argentina	0	0	15,637	31,230	15,637	0	0	10,261	21,123	10,261	
South Africa, Rep	0	0	5,240	3,792	5,240	0	0	2,231	2,644	2,231	
Other Countries	78	291	3,084	6,283	3,084	190	265	5,949	8,001	5,949	
Subtotal:----	78	291	57,371	78,521	57,371	190	265	34,106	50,306	34,106	
Fresh Apricots	MT										
Chile	0	0	1,344	1,011	1,344	0	0	1,604	1,146	1,604	
Turkey	18	18	60	18	60	46	44	115	44	115	
New Zealand	0	0	310	245	310	0	0	852	656	852	
Other Countries	0	0	26	39	26	0	0	55	118	55	
Subtotal:----	18	18	1,740	1,313	1,740	46	44	2,625	1,964	2,625	
Fresh Peach/Nect	MT										
Canada	189	254	448	333	448	162	233	403	316	403	
Mexico	0	0	127	62	127	0	0	153	60	153	
Chile	0	0	40,680	41,216	40,680	0	0	30,487	32,464	30,487	
Other Countries	0	0	32	60	32	0	0	42	61	42	
Subtotal:----	189	254	41,287	41,672	41,287	162	233	31,085	32,901	31,085	
Fr. Plums/Prunes	MT										
European Union	0	0	58	20	58	0	0	117	3	117	
Leeward-Windward	28	23	145	92	145	29	23	166	98	166	
Chile	0	0	19,943	22,684	19,943	0	0	16,793	20,724	16,793	
Other Countries	19	3	72	127	72	22	4	99	197	99	
Subtotal:----	47	26	20,218	22,923	20,218	50	27	17,176	21,023	17,176	
Fresh Grapes	MT										
Mexico	0	12	60,033	75,713	60,033	0	3	86,826	95,442	86,826	
Chile	0	0	276,293	264,609	276,293	0	0	253,861	280,190	253,861	
South Africa, Rep	0	0	3,218	7,437	3,218	0	0	2,856	8,676	2,856	
Other Countries	652	956	1,554	3,808	1,554	166	358	1,257	1,875	1,257	
Subtotal:----	652	968	341,098	351,567	341,098	166	361	344,799	386,183	344,799	
Raspberries	MT										
Canada	61	42	4,623	4,206	4,623	136	57	9,069	5,860	9,069	
Guatemala	2	0	316	195	316	11	2	605	429	605	
Chile	0	0	1,097	1,387	1,097	0	0	2,015	3,017	2,015	
Other Countries	3	0	414	271	414	16	0	3,296	2,349	3,296	
Subtotal:----	66	43	6,450	6,059	6,450	163	58	14,985	11,655	14,985	
Fresh Strawberries	MT										
Canada	20	7	410	88	410	25	22	493	186	493	
Mexico	13	0	28,946	14,459	28,946	13	0	52,146	24,496	52,146	
New Zealand	0	0	444	544	444	0	0	1,397	1,926	1,397	
Other Countries	4	0	248	111	248	6	0	486	237	486	
Subtotal:----	37	7	30,048	15,203	30,048	43	22	54,522	26,844	54,522	
Bananas	MT										
Honduras	39,178	52,019	683,722	547,556	683,722	9,925	12,144	177,675	143,174	177,675	
Costa Rica	92,410	89,792	958,097	983,120	958,097	28,705	25,070	305,968	312,764	305,968	
Ecuador	70,534	60,770	859,864	863,439	859,864	19,361	18,370	237,956	265,046	237,956	
Other Countries	126,127	119,714	1,281,024	1,333,792	1,281,024	36,320	33,389	371,614	401,763	371,614	
Subtotal:----	328,250	322,295	3,782,707	3,727,906	3,782,707	94,312	88,974	1,093,212	1,122,747	1,093,212	
Mangoes	MT										
Mexico	608	2,732	139,197	157,870	139,197	331	1,207	80,298	97,063	80,298	
Guatemala	0	0	6,883	6,766	6,883	0	0	2,736	2,851	2,736	
Haiti	0	259	8,029	10,607	8,029	0	159	4,931	7,186	4,931	
Other Countries	199	422	11,949	15,872	11,949	315	481	12,075	15,909	12,075	
Subtotal:----	806	3,413	166,058	191,115	166,058	646	1,846	100,039	123,009	100,039	
Pineapple	MT										
Mexico	247	768	7,847	13,055	7,847	89	238	2,343	3,721	2,343	
Honduras	871	1,648	30,895	22,504	30,895	245	484	8,189	6,459	8,189	
Costa Rica	7,117	17,820	75,979	124,262	75,979	3,194	6,997	29,233	56,057	29,233	
Other Countries	1,673	693	13,827	11,433	13,827	572	563	7,992	8,204	7,992	
Subtotal:----	9,908	20,928	128,547	171,253	128,547	4,100	8,283	47,758	74,441	47,758	
Cantaloupe	MT										
Mexico	261	1,053	140,388	146,007	140,388	65	264	41,534	57,502	41,534	
Guatemala	0	0	55,093	66,739	55,093	0	0	16,190	21,621	16,190	
Costa Rica	0	0	59,247	60,356	59,247	0	0	27,724	25,151	27,724	
Other Countries	138	7	79,174	123,000	79,174	66	7	20,584	26,102	20,584	
Subtotal:----	398	1,060	333,902	396,103	333,902	131	271	106,031	130,376	106,031	



U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996		Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996
Other Melons MT											
Mexico	38	477	248,606	275,579	248,606		9	49	63,686	62,073	63,686
Honduras	0	0	20,592	32,643	20,592		0	0	6,858	5,829	6,858
Costa Rica	0	0	20,068	27,345	20,068		0	0	8,471	10,627	8,471
Other Countries	47	53	38,258	47,336	38,258		47	29	13,765	17,597	13,765
Subtotal:----	85	530	327,524	382,903	327,524		55	79	92,781	96,126	92,781
Fr. Orng Inc Tmpl MT											
Mexico	0	0	7,401	10,288	7,401		0	0	3,196	4,415	3,196
Dominican Republi	437	405	3,294	3,155	3,294		247	217	1,257	1,249	1,257
Australia	1,356	11	11,523	15,127	11,523		1,980	11	17,617	20,583	17,617
Other Countries	188	0	1,175	1,083	1,175		30	4	359	510	359
Subtotal:----	1,982	416	23,393	29,653	23,393		2,258	233	22,428	26,756	22,428
Canned Mandarins MT											
European Union	1,903	1,361	30,512	23,398	30,512		1,959	1,310	33,369	23,464	33,369
Mexico	82	239	1,135	1,686	1,135		81	274	1,231	1,789	1,231
China, Peoples Re	1,445	2,176	26,740	30,572	26,740		1,432	1,928	27,697	28,581	27,697
Other Countries	20	39	1,460	634	1,460		41	61	1,852	949	1,852
Subtotal:----	3,449	3,815	59,849	56,289	59,849		3,513	3,572	64,148	54,784	64,148
Canned Black Olive MIXED											
European Union	7,383	0	204,080	179,648	204,080		25	0	510	434	510
Mexico	198,900	2,309,150	4,917,802	6,112,150	4,917,802		97	1,335	2,099	3,156	2,099
Morocco	23,588	0	388,999	211,232	388,999		35	0	611	279	611
Other Countries	1,700	0	50,506	249,459	50,506		2	0	148	522	148
Subtotal:----	231,571	2,309,150	5,561,387	6,752,489	5,561,387		158	1,335	3,367	4,390	3,367
Canned Green Olive MIXED											
European Union	3,962,325	3,985,237	56,965,711	60,353,438	56,965,711		11,267	9,893	157,808	153,846	157,808
Turkey	4,688	125,844	640,748	1,937,911	640,748		9	175	954	2,810	954
Morocco	311,928	406,547	8,366,292	11,438,714	8,366,292		661	721	18,106	21,052	18,106
Other Countries	46,795	96,205	747,542	1,033,607	747,542		112	194	1,755	2,153	1,755
Subtotal:----	4,325,736	4,613,833	66,720,293	74,763,670	66,720,293		12,049	10,983	178,624	179,860	178,624
Canned Peaches MT											
European Union	1,573	1,752	13,334	24,296	13,334		939	1,111	9,000	16,031	9,000
Chile	91	0	1,349	1,254	1,349		73	0	963	895	963
South Africa, Rep	131	135	2,122	3,457	2,122		82	96	1,550	2,413	1,550
Other Countries	0	0	257	476	257		0	0	213	370	213
Subtotal:----	1,795	1,887	17,062	29,483	17,062		1,094	1,207	11,726	19,709	11,726
Canned Pineapple MT											
Thailand	3,641	6,925	79,306	76,059	79,306		2,560	4,721	55,317	51,135	55,317
Indonesia	5,848	6,782	49,766	63,076	49,766		4,442	5,389	35,378	49,351	35,378
Philippines	12,153	13,019	127,758	124,332	127,758		7,815	8,857	82,900	82,478	82,900
Other Countries	4,702	3,281	51,545	30,946	51,545		1,808	2,460	23,446	23,654	23,446
Subtotal:----	26,345	30,006	308,374	294,413	308,374		16,625	21,427	197,040	206,618	197,040
Dried Apricots MT											
Turkey	1,265	1,405	13,517	10,599	13,517		3,321	3,602	28,965	29,450	28,965
Syria	0	0	72	80	72		0	0	100	153	100
Australia	16	3	248	137	248		36	19	857	516	857
Other Countries	16	1	233	422	233		53	5	717	939	717
Subtotal:----	1,297	1,409	14,069	11,237	14,069		3,409	3,625	30,639	31,058	30,639
Dates MT											
Israel	18	10	514	76	514		47	27	1,051	228	1,051
Pakistan	17	0	3,189	1,937	3,189		22	0	3,192	1,778	3,192
China, Peoples Re	25	11	646	341	646		25	19	1,128	620	1,128
Other Countries	33	63	335	234	335		59	105	610	481	610
Subtotal:----	93	84	4,683	2,587	4,683		154	152	5,981	3,107	5,981
Dried Figs MT											
European Union	126	39	781	924	781		287	110	1,807	2,151	1,807
Mexico	113	73	304	395	304		275	169	801	959	801
Turkey	0	0	678	381	678		0	0	1,239	872	1,239
Other Countries	4	1	48	36	48		4	2	72	77	72
Subtotal:----	243	113	1,810	1,736	1,810		566	281	3,919	4,059	3,919
Dried Raisins MT											
Mexico	1,520	790	8,900	5,045	8,900		1,436	752	8,554	4,860	8,554
Chile	225	151	1,780	3,482	1,780		264	227	2,055	4,824	2,055
Turkey	19	0	1,556	311	1,556		21	0	1,590	412	1,590
Other Countries	2	53	289	2,570	289		4	87	300	3,095	300
Subtotal:----	1,766	994	12,525	11,407	12,525		1,724	1,065	12,499	13,190	12,499
Apple Juice KL											
European Union	11,537	4,371	222,919	327,597	222,919		4,127	1,638	94,012	120,190	94,012
Chile	7,003	11,192	115,826	97,815	115,826		2,881	3,670	42,294	32,136	42,294
Argentina	25,351	4,964	308,190	259,968	308,190		8,273	1,386	106,548	65,864	106,548
Other Countries	7,663	16,551	209,762	399,606	209,762		3,904	4,825	84,414	136,442	84,414
Subtotal:----	51,554	37,078	856,697	1,084,986	856,697		19,185	11,520	327,267	354,632	327,267

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	
Fcoj KL											
Mexico	7,690	20,413	155,363	188,382	155,363	2,293	4,277	45,171	43,267	45,171	
Belize	0	1,526	38,929	69,826	38,929	0	325	12,166	16,043	12,166	
Brazil	32,683	42,658	557,073	731,512	557,073	8,057	7,090	139,028	148,961	139,028	
Other Countries	2,151	8,506	65,248	110,156	65,248	748	1,845	18,904	24,807	18,904	
Subtotal:----	42,524	73,103	816,613	1,099,876	816,613	11,097	13,536	215,268	233,077	215,268	
Grape Juice KL											
Mexico	304	1,666	6,891	21,889	6,891	131	696	3,583	9,889	3,583	
Chile	909	854	29,453	19,964	29,453	374	506	8,483	9,934	8,483	
Argentina	16,674	17,495	172,237	163,836	172,237	5,009	6,074	45,750	54,839	45,750	
Other Countries	2,070	2,795	10,285	37,600	10,285	750	1,248	5,079	20,389	5,079	
Subtotal:----	19,957	22,810	218,866	243,290	218,866	6,265	8,524	62,896	95,051	62,896	
Pineapple Juice, Con KL											
Thailand	4,107	4,537	99,251	84,785	99,251	1,504	1,579	31,823	27,316	31,823	
Indonesia	2,097	4,816	22,993	31,965	22,993	637	1,457	6,140	9,782	6,140	
Philippines	10,864	11,616	106,106	104,714	106,106	1,880	2,499	16,612	21,680	16,612	
Other Countries	875	1,428	22,331	25,565	22,331	329	432	7,548	8,994	7,548	
Subtotal:----	17,943	22,397	250,681	247,028	250,681	4,350	5,967	62,123	67,773	62,123	
Frozen Strawberries MT											
Mexico	340	334	20,896	22,049	20,896	241	514	16,838	19,156	16,838	
Guatemala	0	0	216	2	216	0	0	180	28	180	
Ecuador	0	0	24	0	24	33	0	477	355	477	
Other Countries	0	35	11	228	11	25	90	174	668	174	
Subtotal:----	340	369	21,148	22,279	21,148	300	604	17,669	20,207	17,669	
Fresh Beans MT											
Canada	158	132	478	1,631	478	98	49	402	950	402	
Mexico	24	11	18,611	18,182	18,611	29	4	20,030	22,316	20,030	
El Salvador	0	19	58	20	58	0	10	43	12	43	
Other Countries	23	37	155	317	155	30	50	179	371	179	
Subtotal:----	205	198	19,302	20,150	19,302	157	112	20,653	23,648	20,653	
Fresh Carrots MT											
Canada	7,903	8,865	67,654	63,557	67,654	2,009	2,075	18,424	16,112	18,424	
Mexico	1,492	892	33,599	35,613	33,599	284	170	5,624	6,073	5,624	
Jamaica & Oep	0	0	189	34	189	0	0	53	10	53	
Other Countries	38	0	502	266	502	9	0	197	158	197	
Subtotal:----	9,433	9,756	101,943	99,470	101,943	2,302	2,245	24,298	22,353	24,298	
Fresh Cabbage MT											
Canada	2,570	2,371	28,206	21,419	28,206	599	510	7,631	4,514	7,631	
Mexico	588	722	13,301	7,855	13,301	86	92	2,358	1,372	2,358	
Costa Rica	0	0	20	23	20	0	0	9	13	9	
Other Countries	2	0	2	26	2	7	0	9	34	9	
Subtotal:----	3,160	3,092	41,529	29,323	41,529	692	602	10,007	5,932	10,007	
Fresh Celery MT											
Canada	1,706	1,958	3,207	4,300	3,207	432	641	826	1,508	826	
Mexico	0	0	23,076	23,321	23,076	0	0	4,797	6,047	4,797	
Dominican Republic	12	4	170	121	170	7	4	124	77	124	
Other Countries	6	6	119	78	119	23	11	244	163	244	
Subtotal:----	1,724	1,968	26,572	27,820	26,572	461	656	5,991	7,796	5,991	
Fresh Cucumbers MT											
Canada	696	1,382	6,611	9,960	6,611	605	1,131	6,338	9,533	6,338	
Mexico	1,487	3,391	277,516	285,254	277,516	565	1,839	106,236	88,569	106,236	
Honduras	0	0	10,486	4,805	10,486	0	0	1,986	916	1,986	
Other Countries	47	37	1,294	2,286	1,294	59	52	1,048	1,805	1,048	
Subtotal:----	2,230	4,810	295,907	302,306	295,907	1,229	3,023	115,608	100,823	115,608	
Fresh Cauliflower MT											
European Union	0	19	0	21	0	0	14	0	16	0	
Canada	2,543	4,731	5,990	9,222	5,990	975	2,146	2,378	4,144	2,378	
Mexico	23	686	1,720	1,559	1,720	9	217	599	503	599	
Other Countries	0	35	0	48	0	0	28	0	43	0	
Subtotal:----	2,566	5,470	7,711	10,849	7,711	984	2,405	2,976	4,707	2,976	
Fresh Garlic MT											
European Union	127	146	973	1,080	973	230	254	1,721	1,896	1,721	
Mexico	293	190	16,715	12,537	16,715	631	251	19,521	13,057	19,521	
Argentina	0	0	2,133	2,115	2,133	0	0	2,872	3,177	2,872	
Other Countries	305	56	2,617	1,838	2,617	240	43	3,098	2,531	3,098	
Subtotal:----	726	392	22,438	17,570	22,438	1,101	548	27,212	20,661	27,212	
Onions, Exc Seed MT											
Canada	4,502	2,326	24,124	22,717	24,124	1,465	816	7,265	6,644	7,265	
Mexico	3,503	3,822	219,900	213,277	219,900	3,204	3,785	126,837	108,813	126,837	
Chile	0	0	6,715	4,292	6,715	0	0	2,669	1,849	2,669	
Other Countries	581	741	14,525	19,700	14,525	436	475	8,908	9,218	8,908	
Subtotal:----	8,586	6,888	265,265	259,984	265,265	5,106	5,076	145,679	126,523	145,679	

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	
Fresh Peppers MT											
European Union	1,708	1,828	16,915	18,787	16,915	3,057	3,234	42,732	42,222	42,732	
Canada	1,992	3,681	6,409	10,131	6,409	1,642	2,880	11,377	16,762	11,377	
Mexico	16,330	16,930	243,766	251,474	243,766	5,274	6,010	140,762	186,686	140,762	
Other Countries	65	35	2,468	3,829	2,468	73	70	4,531	6,238	4,531	
Subtotal:----	20,096	22,473	269,558	284,221	269,558	10,047	12,195	199,403	251,908	199,403	
Seed Potatoes MT											
Canada	370	249	136,546	114,218	136,546	130	43	26,550	20,189	26,550	
Brazil	0	0	20	3	20	0	0	9	3	9	
China, Peoples Re	0	0	68	11	68	0	0	40	8	40	
Other Countries	0	0	1	0	1	0	5	9	5	9	
Subtotal:----	370	249	136,635	114,233	136,635	130	48	26,607	20,204	26,607	
Table Potatoes MT											
European Union	0	18	0	62	0	0	13	0	56	0	
Greenland	0	0	0	0	0	0	0	0	0	0	
Canada	20,989	22,377	353,273	210,604	353,273	3,826	4,551	71,973	38,993	71,973	
Other Countries	0	0	0	26	0	0	0	0	47	0	
Subtotal:----	20,989	22,395	353,273	210,692	353,273	3,826	4,564	71,973	39,097	71,973	
Fresh Tomatoes MT											
European Union	1,533	2,559	24,179	38,267	24,179	2,565	3,697	44,971	61,384	44,971	
Canada	1,690	3,938	20,698	34,920	20,698	2,287	5,029	35,439	55,045	35,439	
Mexico	30,446	21,335	677,452	666,748	677,452	14,345	12,865	595,875	488,503	595,875	
Other Countries	11	0	2,293	3,270	2,293	8	0	3,692	6,681	3,692	
Subtotal:----	33,680	27,832	724,621	743,205	724,621	19,205	21,591	679,977	611,612	679,977	
Fresh Asparagus MT											
Mexico	592	525	18,317	20,970	18,317	859	768	32,841	37,985	32,841	
Peru	2,117	2,437	10,048	12,002	10,048	3,715	4,540	18,802	20,530	18,802	
Chile	380	313	2,555	2,581	2,555	362	325	2,498	2,305	2,498	
Other Countries	140	105	2,413	3,193	2,413	225	193	4,015	5,769	4,015	
Subtotal:----	3,230	3,380	33,333	38,745	33,333	5,160	5,826	58,156	66,588	58,156	
Canned Tomato Paste MT											
Mexico	0	0	7,987	7,350	7,987	0	0	5,149	5,290	5,149	
Chile	38	0	725	591	725	25	0	618	420	618	
Israel	456	55	3,610	3,524	3,610	378	38	2,919	3,065	2,919	
Other Countries	50	41	1,265	2,230	1,265	43	40	1,355	2,217	1,355	
Subtotal:----	544	96	13,587	13,694	13,587	446	77	10,041	10,993	10,041	
Canned Tomato Sauce MT											
European Union	753	1,539	7,165	9,222	7,165	567	962	11,672	15,934	11,672	
Canada	159	357	9,230	5,655	9,230	208	452	6,467	5,352	6,467	
Chile	0	12	1,429	108	1,429	0	10	666	65	666	
Other Countries	468	345	2,793	4,980	2,793	586	517	2,803	9,014	2,803	
Subtotal:----	1,381	2,253	20,617	19,965	20,617	1,361	1,940	21,607	30,364	21,607	
Canned Tomatoes MT											
European Union	1,377	4,032	21,943	48,631	21,943	481	1,586	6,401	19,156	6,401	
Chile	288	191	9,578	2,506	9,578	166	87	4,729	1,204	4,729	
Israel	301	1,248	9,042	6,418	9,042	165	716	5,256	3,653	5,256	
Other Countries	825	439	8,067	8,034	8,067	397	227	4,106	3,967	4,106	
Subtotal:----	2,791	5,909	48,630	65,589	48,630	1,209	2,615	20,491	27,979	20,491	
Canned Mushrooms MT											
Chile	359	193	3,820	2,963	3,820	746	400	7,923	6,197	7,923	
Indonesia	979	1,314	14,816	16,192	14,816	2,101	2,746	34,242	34,027	34,242	
China, Peoples Re	2,700	2,159	24,240	34,448	24,240	4,048	3,136	42,172	50,298	42,172	
Other Countries	811	856	13,694	13,655	13,694	1,640	2,086	31,225	27,801	31,225	
Subtotal:----	4,850	4,523	56,569	67,258	56,569	8,534	8,368	115,561	118,324	115,561	
Frozen Broccoli MT											
Mexico	10,394	12,330	159,762	148,645	159,762	6,139	7,705	86,151	91,092	86,151	
Guatemala	2,653	2,935	21,834	20,617	21,834	1,971	2,135	15,988	14,806	15,988	
China, Peoples Re	0	0	41	0	41	0	0	36	0	36	
Other Countries	0	13	26	196	26	0	8	13	182	13	
Subtotal:----	13,048	15,278	181,663	169,458	181,663	8,110	9,849	102,188	106,080	102,188	
Frozen Cauliflower MT											
Canada	15	41	237	749	237	15	31	163	609	163	
Mexico	1,115	955	16,520	16,424	16,520	818	730	10,233	12,283	10,233	
Guatemala	65	387	1,570	1,284	1,570	44	321	1,148	1,022	1,148	
Other Countries	0	75	24	272	24	0	36	15	147	15	
Subtotal:----	1,195	1,458	18,351	18,729	18,351	878	1,118	11,559	14,060	11,559	
Frozen Potatoes MT											
European Union	0	100	109	582	109	2	69	136	375	136	
Canada	14,946	21,571	182,071	286,083	182,071	9,296	12,796	111,744	168,663	111,744	
New Zealand	0	0	106	71	106	0	0	95	86	95	
Other Countries	6	6	56	72	56	17	18	165	199	165	
Subtotal:----	14,953	21,676	182,342	286,808	182,342	9,315	12,883	112,141	169,323	112,141	



U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region		Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996	Sep FY 1996	Sep FY 1997	Oct-Sep FY 1996	Oct-Sep FY 1997	Oct-Sep FY 1996
Pistachios, Nsh	MT										
Turkey		0	30	155	516	155	0	102	414	1,942	414
China, Peoples Re		0	0	32	0	32	0	0	49	0	49
Mozambique		0	0	14	0	14	0	0	100	0	100
Other Countries		0	0	0	2	0	0	0	0	10	0
Subtotal:----		0	30	202	517	202	0	102	564	1,952	564
Cashew Nut	MT										
Brazil		2,483	1,768	26,493	25,908	26,493	11,564	7,825	127,848	117,019	127,848
India		3,368	2,662	28,817	28,903	28,817	17,289	13,145	146,499	143,602	146,499
Mozambique		302	287	2,715	3,434	2,715	1,213	1,096	11,360	12,718	11,360
Other Countries		213	662	3,013	4,424	3,013	997	2,744	14,506	18,977	14,506
Subtotal:----		6,366	5,379	61,038	62,669	61,038	31,063	24,810	300,213	292,315	300,213
Filberts	MT										
European Union		4	1	122	104	122	24	9	531	542	531
Canada		0	29	402	168	402	0	36	423	185	423
Turkey		75	104	3,321	3,607	3,321	211	463	10,802	14,554	10,802
Other Countries		0	0	22	49	22	0	3	64	137	64
Subtotal:----		78	135	3,866	3,928	3,866	235	510	11,820	15,417	11,820
Pecans, Nsh	MT										
European Union		0	0	0	0	0	0	0	0	0	0
Greenland		0	0	0	0	0	0	0	0	0	0
Mexico		262	20	20,050	15,267	20,050	198	16	27,298	15,699	27,298
Other Countries		0	0	0	0	0	0	0	0	0	0
Subtotal:----		262	20	20,050	15,267	20,050	198	16	27,298	15,699	27,298
Roses	M										
Guatemala		3,942	3,176	42,906	40,509	42,906	580	492	6,294	6,352	6,294
Colombia		35,827	34,712	550,909	590,276	550,909	6,519	6,601	120,307	123,965	120,307
Ecuador		14,346	17,303	178,404	234,493	178,404	2,494	3,215	35,016	47,404	35,016
Other Countries		4,199	4,641	57,016	54,019	57,016	1,604	1,414	23,257	23,236	23,257
Subtotal:----		58,314	59,832	829,234	919,298	829,234	11,196	11,723	184,874	200,957	184,874
Carnations	MIXED										
Guatemala		0	0	0	0	0	86	99	982	1,369	982
Colombia		0	0	0	0	0	6,974	6,840	124,459	107,577	124,459
Ecuador		0	0	0	0	0	250	711	3,327	4,809	3,327
Other Countries		0	0	0	0	0	17	20	809	1,258	809
Subtotal:----		0	0	0	0	0	7,328	7,669	129,577	115,014	129,577
Chmp & Sprk Wine	KL										
European Union		2,922	3,621	30,790	29,976	30,790	33,523	39,381	312,901	335,410	312,901
Chile		6	14	71	80	71	13	33	249	334	249
Australia		5	14	74	121	74	21	60	273	514	273
Other Countries		14	12	133	115	133	68	27	553	354	553
Subtotal:----		2,947	3,661	31,069	30,292	31,069	33,626	39,500	313,976	336,611	313,976
Ft & Verm Wine	KL										
European Union		492	759	7,214	8,626	7,214	1,270	1,969	17,526	21,364	17,526
Bermuda		0	0	30	16	30	0	0	73	46	73
Bulgaria		0	0	10	0	10	0	0	15	0	15
Other Countries		6	7	13	24	13	9	4	21	43	21
Subtotal:----		499	766	7,266	8,666	7,266	1,279	1,973	17,636	21,453	17,636
Other Grape Wine	KL										
European Union		14,476	21,467	210,882	280,760	210,882	59,512	72,383	823,372	979,786	823,372
Chile		5,235	6,199	41,201	55,970	41,201	8,836	11,579	74,631	116,316	74,631
Australia		1,939	2,382	17,176	23,057	17,176	8,923	11,429	78,295	110,972	78,295
Other Countries		1,434	3,112	19,394	24,723	19,394	2,540	5,057	35,501	46,753	35,501
Subtotal:----		23,085	33,159	288,652	384,511	288,652	79,812	100,448	1,011,799	1,253,827	1,011,799
Wine, Other Products	KL										
European Union		461	368	5,441	4,612	5,441	541	525	6,566	5,877	6,566
Canada		149	200	1,183	1,540	1,183	129	233	835	1,743	835
Japan		150	127	1,627	1,665	1,627	723	562	7,251	7,953	7,251
Other Countries		80	68	1,055	922	1,055	127	142	2,101	1,824	2,101
Subtotal:----		840	763	9,306	8,740	9,306	1,520	1,463	16,753	17,397	16,753

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